Board of Trade Journal

Volume 199, No. 3824 Published by Her Majesty's Stationery Office 1 July 1970

Price 2s 0d [10 p] net

Every cargo man should have someone to carry his load

Pass your cargo problem to us. We've got the people to take the load off your shoulders.

Just ring Export Cargo*. We'll give you personal attention. Plus all the information you'll need.

Like the fact that we have cargo space on all our scheduled jet services to Europe, Africa and South America. Not forgetting, of course, our INTERJET services to Belfast, Glasgow and Edinburgh. (See the complete list of destinations below.)

And we run the VC-10 scheduled-freight AFRICARGO service weekly to Nairobi and Lusaka-Ndola.

Rest assured that while your freight is in our hands we'll give it the kid glove treatment. In the air *and* on the ground.

We'll deliver the goods where you want them, when you want them.

Give us your problems. And trust us.

* Gatwick Airport-London (01) 283 8755 (0293) 27890.
Heathrow Airport-London (01) 759 4111.

BUA
BRITISH UNITED AIRWAYS

The airline that has to be best.

Scheduled jet services: Accra, Amsterdam, Bathurst, Belfast, Buenos Aires, Edinburgh, Freetown, Genoa, Gibraltar, Glasgow, Ibiza, Jersey, Kampala, Las Palmas, Lisbon, Lusaka, Malaga, Manchester, Nairobi, Ndola, Newcastle, Palma, Rio de Janeiro, Rotterdam, Santiago, Sao Paulo, Southampton, Tenerife and Tunis.

BU28

Board of Trade Journal

VOLUME 199. NO. 3824. PAGES 1-36. JULY 1, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 2
Subscriptions, Advertisements, Reprints 2
Into Europe 5
Britain's negotiating team for entry into EEC 6
Patents in the Common Market 7
ECGD's part in £16 million contract for Algerian pipeline 7
New chairman for British Export Houses Association 7
New ministers at the Board of Trade 8
President speaks to Air Registration Board 9
Anglo-Soviet Working Group on Standards and Metrology 9
First Secretary-General of EFTA/EEC organization for standardization 9
Water Supply ITB reconstituted 9
Business managers invited to serve Government 9
Applications for temporary exemptions from import duty 10
Anti-dumping duties – provisional charge on French new potatoes 10
The Import Duties (Temporary Exemptions) (No. 7) Order 1970 10
Board of Trade office for Wales – new telephone number 10
Aviation and Shipping
Oil pollution warning leaflets 11
Purchase tax: tax-free sales to tourists from overseas 11
CBI Industrial Trends Survey 11
New Books 12
Government surplus sales by auction 13

STATISTICS

The economy: selected indicators 14
Northern Ireland index of production 15
Business Monitor 15
Registrations of British and foreign films 15

EXHIBITIONS AND FAIRS

'Better than ever' results at Tel Aviv Trade Fair 16
BEA at the Design Centre 16
1,200 British firms to exhibit in 21 countries 17
June triple attracted good overseas attendances 17
Joint venture group wins orders at Music Show 17
Contracts strengthened at International Congress of Prestressed Concrete Prague 17
Soviet specialized exhibitions (salons) in 1971 18
British stands at 1971 packaging exhibition 18

Programme of Trade Promotions 1970-72 i-xliv

Excellent results at Jönköping Agricultural Fair 19

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

British preferences in Australia 20
East German business visitors. Peru and Poland. Tunisia and Rumania. Tunisia and Switzerland. Austria and Albania 22
Export Missions and Tours 22
Export Orders 23

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Devaluation of Peso 35
Brazil: Pro-forma invoices 35
Canada: Density adjusting agents for citrus flavour in beverages 36
Central African Republic: Tariff modifications 29
East Africa: Customs tariff amendments 29
European Communities: Common agricultural policy. Harmonization of legislation. Customs legislation in EEC 26
France: Import regulations for certain foodstuffs 27
Indonesia: Bonded warehouses system 35
Iran: Tariff amendments. Outbreak of cholera 30
Israel: Law of contracts 30
Jamaica: Import licensing arrangements 36
Kuwait: Import regulations 29
Lebanon: Transit firms' strike settled 32
Mexico: Federal labour law 36
Panama: Agency legislation 35
Paraguay: Re-exports of whisky and cigarettes 35
Singapore: Import control. Control of manufacture order 33
Spain: Duty-free import quotas. Opening of global quotas. Joint assembly: furnaces. Sound recordings 28
United States: Control of hazardous radiation from microwave ovens. Tariff classification: electron probe X-ray microanalyzer. 36

Any late announcements not found on this page will be found at the top of the following page.

Front cover photograph

Cross Paperware Ltd., a member of the British Printing Corporation, call this design 'Fantasy'. Cross is the United Kingdom brand leader in disposable tableware and the 'Fantasy' matching sets are part of its wide range of disposables for the consumer and catering markets. The company was founded in the 1890's to make cake cases and doylies and now has one of the most highly automated paperware factories in Europe. The company has created markets in more than 75 countries over the last four years and its marketing director, Mr. Leslie Bayer, was awarded the MBE for export achievements in the New Year Honours List.

LATE ANNOUNCEMENTS

Import duty reduction on some synthetic fatty alcohols

HM TREASURY have made the Import Duties (General) (No. 4) Order 1970 (SI 1970 No. 933).

The Order reduces to 10 per cent *ad valorem* the full rate of import duty on certain synthetic fatty alcohols, as defined below, which are classified ex Tariff sub-heading 15.10(A):

> Normal aliphatic alcohols containing eight or more carbon atoms in the molecule and having an iodine value not greater than 10:
>
> > Having a radioactivity of less than three disintegrations per minute per gramme of total carbon from β particles of energy between 18 kiloelectronvolts and 156 kiloelectronvolts and containing an even number of carbon atoms in each molecule, not less than 70 per cent by weight of the alcohols having 12 and 14 carbon atoms per molecule and not more than 5 per cent by weight of the alcohols having 8 carbon atoms per molecule.

The Order comes into operation on July 2, 1970. Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d.) or by post (price 10d.) from HMSO, PO Box 569, London, S.E.1.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	29 April 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 June 1970
Industry's investment intentions (3 times a year)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	17 June 1970
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	27 May 1970
New companies registered:	
Gt. Britain (M)	24 June 1970
N. Ireland (M)	3 June 1970
Computers:	
UK computer market (Q)	13 May 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	24 June 1970
Film industry:	
British Film Fund Agency returns (M)	10 June 1970
Cinema admissions and takings (M)	17 June 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry, orders and deliveries (M)	17 June 1970
Foreign trade:	
EFTA trade (Q)	24 June 1970
Industrial countries trade and production (Q)	6 May 1970
World exports of manufactures (A)	17 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	17 June 1970
Value of overseas trade (M)	24 June 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	10 June 1970
Hairdressing trades turnover (M)	17 June 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	10 June 1970
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	24 June 1970
N. Ireland index (M)	27 May 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	17 June 1970
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Deliveries (Q)	13 May 1970
Production (M)	10 June 1970
Volume of production (M)	10 June 1970
Motor industry:	
Car and commercial vehicle production (M)	10 June 1970
Motor trades turnover (M)	17 June 1970
Office development permits (Q)	10 June 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	24 June 1970
Retail trades:	
Index nos. (M)	10 June 1970
N. Ireland index (M)	17 June 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	24 June 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 May 1969
Industry's stocks (Q)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	17 June 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	24 June 1970
Cotton production (M)	24 June 1970
Hosiery production (M)	24 June 1970
Wholesale houses sales (M)	17 June 1970
Wool exports: (Q)	27 May 1970
Wool output (M)	24 June 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	24 June 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	17 June 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	27 May 1970
Board of Trade Regional Organization	24 June 1970
British Commercial representatives overseas	22 April 1970
Customs notices of interest to exporters	20 May 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	This week

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennoise St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast. 1, or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

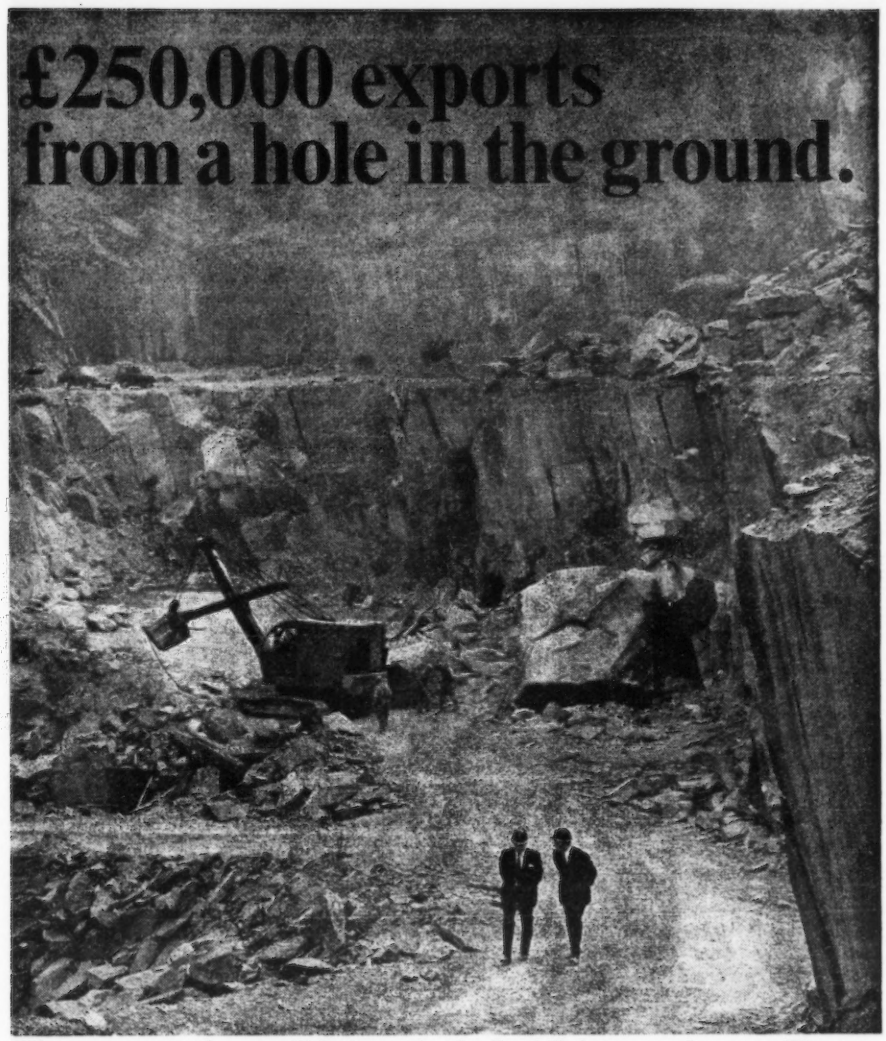
Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.I), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

CITY OF LONDON: 01-488 3491
LONDON WEST END: 01-437 2292
NORTH LONDON: 01-405 8991
SOUTH LONDON: 01-407 5011
BEDFORD: 0234 58798/9
BELFAST: 0232 20428
BIRMINGHAM: 021-454 4378
BRADFORD: 0274 25147
BRISTOL: 0272 22102
CARDIFF: 0222 26637
CRAWLEY: 0293 23444
EDINBURGH: 031-225 3004
GLASGOW: 041-221 3056
LEEDS: 0532 30082
LIVERPOOL: 051-236 5756
MANCHESTER: 061-236 8861
NEWCASTLE-UPON-TYNE: 0632 8142148
NOTTINGHAM: 0602 46585
READING: 0734 580577
SHEFFIELD: 0742 29151
Head Office: ALDERMANBURY HOUSE, ALDERMANBURY, LONDON, EC2 TELEPHONE: 01-606 6699

Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

Four Board of Trade Handbooks give over 250 pages of export information. They are: No. 1, *Services for British Exporters*; No. 2, *ECGD Credit Insurance and Financial Support Services* No. 3, *Organisation for Overseas Marketing*; No. 4, *Agency Legislation and Practice Abroad*. For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3) Board of Trade, 1 Victoria Street, London, SW1.

The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877; T.A.: 'Advantage, London, S.W.1'.) (Telex No. 27366. Answer Back BOTHQ LONDON)**

Secretariat – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Accidents Investigation Branch – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Accountancy Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Telex 886143).

Accountancy Services (Civil Aviation) Branch – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff). Aeronautical Fixed Services call sign EGGNYN.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1 (01-222 7231).

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).
Official Receiver (High Court): Victory House, Kingsway, London, WC2B 6JB (01-405 7641; T.A.: 'Official Receiver, London').

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1 (01-222 7877, Ext. 2654; Telex 27366).

Business Statistics Office – Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0): Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633-52277).

Civil Aviation Divisions 1 and 2 – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').
Division 3 – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Commercial Relations and Exports Divisions – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366; T.A.: 'Advantage, London. S.W.1').

Companies Investigation and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1 (01-253 9393)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, WC2R 0HJ (01-836 7733).

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Directorate-General of Safety and Operations – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110; T.A.: 'Civilair, London, W.C.2').

Economic Services Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Establishment Divisions 1 and 2 – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Export Licensing Branch – Broadway Buildings, 54 Broadway, London S.W.1 (01-222 7877; Telex 27366; T.A. 'Explic, London, S.W.1').

Export Planning and Development Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366; T.A. 'Advantage, London, S.W.1').

Export Services Division – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143; T.A. 'Exserbra, London, E.C.4').

Export Intelligence Service Section – Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757, Ext. 7055; Telex 886143; T.A.: 'Exserbra, London, E.C.4').

Fairs and Promotions Branch – Hillgate House, 35 Old Bailey, London, E.C.4 (01-248 5757; Telex 886143).

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1 (01-222 7877; Telex 27366).

Finance Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

General and Industrial Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Import Licensing – Broadway Buildings, 54 Broadway, London, S.W.1 (01-222 7877; Telex 27366; T.A.: 'Explic, London, S.W.1').

Information Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1 (01-222 7877; Telex 27366).

Marine Division – Sunley House, 91-93 High Holborn, London, WC1V 6LP (01-405 6911; Telex 264084; T.A.: 'Marbot', London, W.C.1).

Overseas Projects Group – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Parliamentary Branch – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, WC2A 1AY (01-405 8721; T.A.: 'Patoff, London, W.C.2'); Baskerville House, Browncross Street, New Bailey Street, Salford, M3 5FU (061 832 9571).

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1 (01-253 9393).

Scientific Adviser's Division (Civil Aviation) – Shell Mex House, Strand, London, WC2R 0DP (01-836 1207; Telex 22110).

Sea Transport Branch – 34/36 Parliament Street, London, S.W.1 (01-799 5655; Telex 24730).

Shipping Policy Division – The Adelphi, John Adam Street, London, WC2N 6BQ (01-836 1207; Telex 22110).

Solicitor's Department – Kingsgate House, Victoria Street, London, S.W.1 (01-828 1299; Telex 27366).

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1 (01-834 7032).

Statistics Division – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Tariff Division – Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (01-222 7877; Telex 27366).

Tourism Branch – 1 Victoria Street, London, S.W.1 (01-222 7877; Telex 27366).

Into Europe...

Negotiations for the enlargement of the European Economic Community began yesterday in Luxembourg with the formal opening session between the Six and the four candidates – the United Kingdom, the Republic of Ireland, Denmark and Norway. This article discusses the EEC's progress in removing barriers to trade, and the marketing considerations that British firms should be bearing in mind now. A second article next week will illustrate the growth of the Community's trade.

MUCH HAS BEEN written about the effect that a successful outcome to these negotiations would have on the future of Britain and of Europe as a whole. An enlarged Community with a population approaching 300 million would have the resources to rival the United States in its scope for technological advance and the standard of living of its people. Europe would be strengthened both economically and politically by the accession of the four candidates, and its peoples would find themselves members of an economic group with considerably widened prospects.

When they set up the EEC in 1957, the Six contracting parties defined its task as 'to promote throughout the Community an harmonious development of economic activities, a continuous and balanced expansion, an increase in stability, an accelerated raising of the standard of living and closer relations between the Member States belonging to it'. It was to achieve these objectives by 'setting up a common market and progressively approximating the economic policies of Member States'. There is ample evidence to show that the creation of the EEC has accelerated the growth of trade between its members and has been accompanied by a high rate of increase in the standard of living of its people. There has also been a progressive increase in the Community's trade with the rest of the world.

Progress on tariffs and commercial policy

The most obvious and widely known steps towards establishing the Common Market have been the abolition of tariff barriers and quota restrictions between the Member States and the creation of a single Common Customs Tariff against imports from third countries. The Customs Union was completed in 1968, since when the movement of goods among the Six free of Customs duty has been taken for granted by the Community trader.

In addition to establishing this Customs Union the Community has been developing a common approach to trade policy to govern its commercial relations with the rest of the world. This is a field in which, after a slow start, significant developments have lately taken place in the Community.

In April 1968 the Community's Anti-Dumping Regulation came into force. This was the first step in the development of a common policy for trade with third countries. It is fully in line with the relevant provisions of the GATT and with the Anti-Dumping Code agreed in the course of the Kennedy Round negotiations.

Further measures aimed at unifying the six Member States' trading practices with third countries have now been adopted. These, together with the anti-dumping regulations, provide the Community with the basic instruments for its common commercial policy. The regulations provide for establishing a common liberalization list in trade with GATT members; setting up a common procedure for administering quantitative import quotas and export quotas; and a common system for trade with State-trading countries. A procedure has also been laid down for the progressive standardization of trade agreements between Member-States and non-Member States and for the negotiation of Community agreements to replace agreements between the individual

Part of a consignment of British McCormick International tractors and agricultural machinery line a quay in Dunkirk, through which a large amount of British exports pass en route to all parts of Europe. Much of this is carried by the ferry services between Dover and Dunkirk and Harwich and Dunkirk, which are run jointly by British Railways and French Railways.

Member States and third countries. For the latter the Commission is to be the negotiator. The Council of Ministers will authorize the opening of negotiations, appoint a special committee to assist the Commission in its work and lay down the framework within which negotiations shall be conducted. The agreements are concluded by the Council on behalf of the Community.

The Community has already signed trade agreements with a number of countries e.g. Iran, the Lebanon and Yugoslavia.

The Associated States

As well as purely trade agreements, the Community has concluded Association agreements (which involve more than tariff concessions) with several third countries, notably the Yaounde Association Agreement which includes the former French and Belgian West African territories, and, in Europe with Greece and Turkey.

Reducing non-tariff barriers

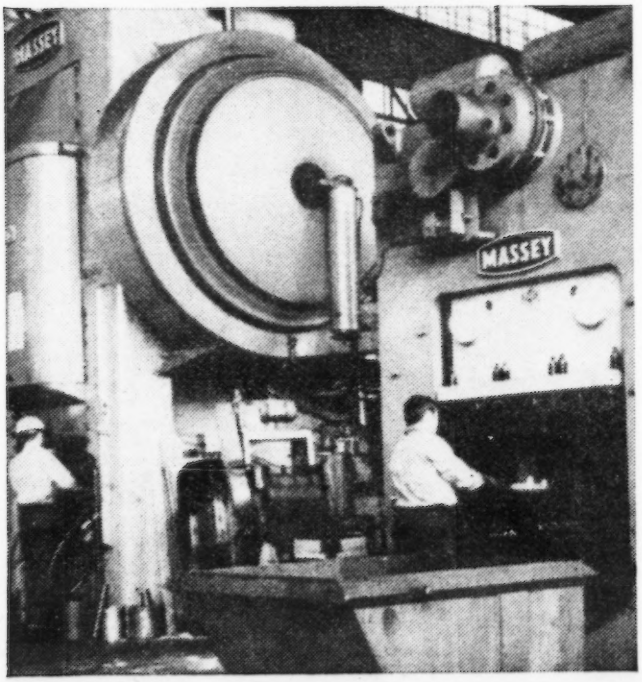
The removal or reduction of tariff barriers over this wide area of the EEC and its trading partners, does not, of course, mean that all barriers to trade have been removed.

The removal or harmonization of the numerous and varied non-tariff barriers which continue to obstruct the free movement of goods and services within the Community is a formidable task with which the Community is still coping. Member States' legislative and administrative requirements affecting every aspect of trade are gradually being brought into line but a considerable amount of work remains to be done. Once the import duties between the Six had been completely removed, the Community concentrated on harmonizing such customs regulations as those concerned with valuation for duty, interpretation of the customs tariff and procedures for dealing with goods in transit.

The Community had also to consider how to harmonize the technical obstacles resulting from the Member States' disparate legislation applying for example to the marketing and manufacture of goods; drawing up Community standards; how to harmonize health and safety regulations; food regulations, and many aspects of taxation. Much of this legislation remains on a national basis and continues to present obstacles to intra-community trade. For example France imposes a discriminatory excise duty on grain based spirits; Italy has not yet abolished its administrative tax and statistical duty, both of which are imposed on imports from all sources. The adoption of the Value Added Tax throughout the Community has been agreed but not yet implemented by all Member States. The rates at which it is levied and its coverage are ultimately to be harmonized. Little progress has been made in removing these technical obstacles and what one country requires in the matter of, for example, marking of goods, differs from another. Traders must take all this into account in formulating their export strategy and information about many aspects of national legislation as well as the Community regulations affecting imports which have so far been adopted can be obtained from the Export Services Division of the Board of Trade, 35 Old Bailey, London, E.C.4. Technical help on the interpretation of foreign standards, specifications and regulations is available from Technical Help to Exporters Section, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts.

A great deal of detailed preparatory work has been done by the Brussels Commission in identifying the areas for future action against these non-tariff barriers.

In May 1969 the Council adopted a General Programme of work for the elimination by January 1971 of technical obstacles to trade and the formulation of Community standards in the industrial and food sectors. Information about the various directives and regulations resulting from this work is published (after its release by the Community) in the *Board of Trade Journal* and through the computerized Export Intelligence Service and this information can also be obtained from the Export Services Division of the Board of Trade.



B. and S. Massey Ltd., the Manchester based metal forming machinery specialists, have secured an order valued at approximately £30,000 from Hoesch Rothe Erde Schmiedag AG, for two 250-ton Massey wide ram trimming presses. Schmiedag reputed to be the second largest forgemasters in the Federal Republic of Germany, and already have several items of Massey equipment at their Hagan-Eckesey plant.

Britain's negotiating team for entry into EEC

MR. ANTHONY BARBER, Chancellor of the Duchy of Lancaster, will lead the British Delegation appointed to negotiate for British entry into the European Communities.

As already announced (see *Board of Trade Journal*, April 15, page 1008), the leader of the Delegation at the official level will be Sir Con O'Neill, a Deputy Under Secretary of State in the FCO. The other members will be: Mr. G. R. Bell, Third Secretary, HM Treasury; Mr. G. R. Denman, on promotion to Deputy Secretary, Board of Trade; Mr. F. M. Kearns, Deputy Secretary, MAFF; Mr. W. P. Shovelton, Under-Secretary, Ministry of Technology.

Mr. J. A. Robinson, a Counsellor in the Diplomatic Service, will also be a member of the Delegation. Its Legal Adviser will be Mr. I. M. Sinclair of the FCO. In addition, Sir J. Marjoribanks, HM Ambassador to the European Communities in Brussels, and his Deputy Mr. K. C. Christofas, Minister Plenipotentiary, will be nominated as members of the negotiating Delegation, but will also continue to discharge their duties with the Permanent United Kingdom Delegation to the Communities in Brussels.

Officials from other Departments (including the Home Office, Scottish Office, and the Welsh Office) will be available to join the Delegation as required.

Importance of establishing an efficient marketing organization in Europe

If Britain becomes a member of an enlarged EEC, British industry will be placed in a home market as large and as varied as any in the world five times the size of the United Kingdom, and nearly three times the size of the European Free Trade Area. During a transitional period following the accession of the candidates, customs duties between the existing Member States and the candidates would be progressively reduced to nil, while the candidates' external tariffs were aligned with the Common Customs

Tariff. The benefit we get from this will depend on the reaction of industry to the challenge of membership. A dynamic response will be needed from all sectors, for just as we will be competing in the Six on equal terms with Community manufacturers, so they will be competing on equal terms in our home market as well as in EFTA and in the Irish markets. The new opportunities on the Continent will be accompanied by the need to face new competition at home.

Companies that have already penetrated the markets of the Six will, if the negotiations are successful, be in the best position to benefit from membership from the moment the first tariff reduction take place. Both the United Kingdom tariff and the Common Customs Tariff have, of course, already been lowered following the Kennedy Round. The Common Customs Tariff on many industrial products is already less than 10 per cent and after the final Kennedy Round reduction on January 1, 1972 its average incidence on industrial products will be only of the order of 8 per cent according to a Commission estimate.

It is imperative that United Kingdom manufacturers should have an efficient organization for marketing in the Six if they are to be ready to seize these opportunities when they arise. For those firms who have not yet established a distributive network in the EEC, or who wish to improve their existing arrangements, information and guidance are available through the Regional Export Offices of the Board of Trade or Export Services Division Headquarters. These offices are able to help with any export problems and put firms in touch, where necessary, with the relevant points in the information network formed by the Board's Export Divisions and commercial diplomatic posts overseas.

Firms who already export to two or more of the Member States realize that the Community is not a 'Common Market' from the point of view of selling into it.

Tangible barriers to trade are by no means the only ones still existing in the Community. They will one day be ironed out, but even then the local demands of different regions will continue to require a feel for their unique features and the close acquaintance with each region that is a pre-requisite of good marketing. It can be an expensive mistake for a United Kingdom exporter to the United States to suppose that marketing a product on the West Coast requires the same techniques as selling the same product on the East Coast. So in Europe it would be no less costly to assume that Sardinia and Schleswig-Holstein have any more in 'common', even though they are both in the 'Common Market'. Here again the experience of commercial officers overseas and the Board of Trade's Commercial Relations and Exports and Export Services Divisions are available to exporters.

The challenge of membership

The Government hope that the negotiations that opened yesterday in Luxembourg will be brought to a successful conclusion. If and when they are, there will be no more that the negotiators can do. The ultimate success of the enterprise depends as it always has done, on the skill, initiative and resourcefulness of British industry.

Patents in the Common Market

AN UNOFFICIAL English translation by the Board of Trade of the draft Convention for a European Economic Community Patent was published on June 30. This Convention, prepared by a committee of the Six EEC countries, provides that a patent granted by a European Patent Office will run as a single patent throughout the Community and prescribes the rules governing its use there.

It is supplementary to the draft Convention published last March which was prepared by experts from the United Kingdom and 16 other European countries this second Convention applies only to members of the EEC.

The translation, published under the title 'Patents in the Common Market', is obtainable from HMSO and branches, price 6s.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, EC2 (606 6699) The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the Board of Trade Journal.

ECGD's part in £16 million contract for Algerian pipeline

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on June 24, for a loan of £7.33 million to finance the sterling element of a £16 million contract for the Hassi Messaoud – Arzew pipeline. The contract covers supply of equipment and materials, and construction of a gas pipeline from the liquid petroleum gas recovery plants being erected at Hassi Messaoud and the L.P.G. terminal and separation plant to be constructed at Arzew, Algeria.

The loan is being made available by Lazard Brothers & Co. Ltd., acting on behalf of a consortium of British Banks comprising Barclays Bank Ltd., Glyn Mills & Co., Lloyds Bank Ltd., Midland Bank Ltd. and National Westminster Bank Ltd., and is repayable over a period of eight years from date of commissioning.

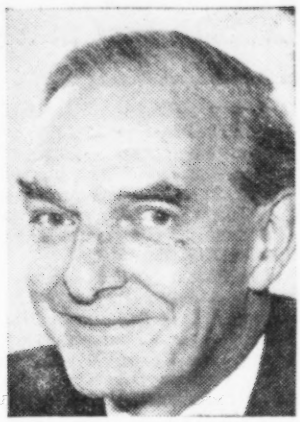
The contract is between Willbros (Overseas) Ltd. of London and La Societe Nationale Sonatrach of Algiers. When complete the pipeline will have a total length of 850 kilometres and include two originating stations, five pump stations, two pressure reducing stations and various other auxiliary buildings, and a complete telecommunications system. The pipeline is expected to be completed and commissioned by the end of April 1972.

The Bank of London and South America has arranged a 13 year loan to finance a contract worth over £9 million awarded to GKN Contractors Ltd. for the supply and erection of an integrated steel plant for Acos Finos Piratini SA, of Porto Alegre, Brazil (Board of Trade Journal, *page* 1643, *June* 24). *The loan is being provided by a consortium of the United Kingdom Clearing Banks and is guaranteed by ECGD. Acos Finos Piratini SA is a company formed to develop the steel industry in the State of Rio Grande do Sul. The financial agreement was signed in London by Mr. R. V. Low, a deputy chairman of Bolsa, on behalf of Bolsa and the Clearing Banks, and Dr. Willy Froehlich, president of Acros Finos Piratini SA. Left to right: Dr. Willy Froehlich, president, Acos Finos Piratini SA; Mr. R. V. Low, deputy chairman, Bank of London and South America Ltd.; and Mr. J. S. Streater, project finance manager, Bolsa, signing the financial agreement, Extreme right is Mr. Peter D. Adhemar, project finance manager, Bolsa.*

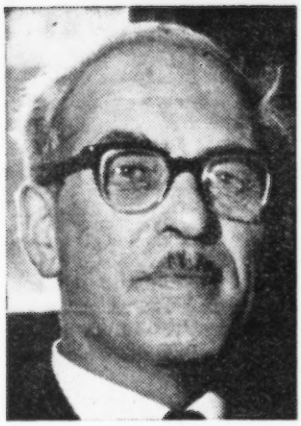
New chairman for British Export Houses Association

MR. SIMON KIMMINS, managing director of British Overseas Engineering and Credit Company Ltd., was elected chairman of the British Export Houses Association on June 25. According to the BEHA annual report, published on the same day, British export houses handled, promoted, or financed some £1,200 million worth of British exports and £800 million of third country trade in 1969. Their invisible earnings were estimated at £50 million and their contribution to the country's visible earnings at almost as much again.

New Ministers at the Board of Trade



Mr. Noble



Mr. Corfield

Mr. Grant

AS REPORTED in last week's issue, Mr. Michael Noble was appointed President of the Board of Trade in the list of Cabinet Ministers announced from 10 Downing Street, on June 20. The appointments of Mr. Frederick Corfield as Minister of State and Mr. Anthony Grant as Parliamentary Secretary were announced on June 24. Biographical details are given below.

The President:

Mr. Michael Noble, 57, is widely experienced not only in public service, but in commerce, industry and agriculture. He held the post of Secretary of State for Scotland 1962-64, and was previously a Lord Commisioner of the Treasury, Scottish Whip, Assistant Government Whip and Parliamentary Private Secretary to the Secretary of State for Scotland. He became a Member of Parliament for Argyllshire in 1958 and was a member of the Argyll County Council from 1949 to 1951.

During the war Mr. Noble was commissioned in the RAFVR, became an authority on bombing and was at one time a bomb disposal officer. He worked with the planning staff of the C-in-C Bomber Command and was on Lord Tedder's staff with the Allied Air Force. In this capacity he was asked by Lord Tedder to write a technical history of the German Air Force at the conclusion of World War II, drawing on captured documents and intelligence.

After World War II Mr. Noble returned to farming in Scotland where he built up his family farming estate to 36,000 acres specializing in sheep breeding. In this capacity he became chairman of Scottish, English and Welsh Wool Growers Ltd.

Subsequently as Scottish Secretary Mr. Noble led a 'whistle stop' tour across America, urging electronic and other key industrialists to consider Scotland as a new base for their factories. It was during this period that the 1,000 mark was topped for American and Canadian ventures established in Scotland. During his term of office Mr. Noble also proposed a British agricultural/machinery exhibition in Russia and later, on an official visit to Moscow had the satisfaction of seeing it flourishing.

After the 1964 General Election, Mr. Noble continued farming, but was also invited by Lord Fraser to join the board of Associated Fisheries. After Lord Fraser's death, he became chairman and managing director.

His personal export success story with the firm was the establishment of a market overseas, particularly in America, for a type of small shell fish from the West Coast of Scotland. From a bucketful of these shell fish first given to Mr. Noble by a fisherman, has come a growing export market and new prosperity for a number of West Coast of Scotland towns were 'Highland Queen' packing stations have been established.

Another export venture with which Mr. Noble has been actively engaged has been Glendevon Farms (Winchburgh) of which he was chairman until the General Election. The venture has concentrated on breeding hybrid sheep giving twice yearly lambing of high quality. Breeding stock is now being sought by countries as diverse as Greece, North Africa and Canada.

Mr. Noble, who was educated at Eton and Magdalen College, Oxford, has his home at Cairndown, Argyll. He has four daughters.

The Minister of State

Mr. Frederick Vernon Corfield, 55, will be responsible for civil aviation, shipping, newspapers, printing and publishing, films and tourism. He is widely known in the civil aviation world having specialized in that field in Opposition for three years as the shadow spokesman. Mr. Corfield also has extensive experience in trade and industry affairs, in which he was No. 2 shadow spokesman and he led the Opposition on the Companies Act.

By profession a barrister, Mr. Corfield has practised in housing, local government, planning and compensation cases – he was Joint Parliamentary Secretary at the Ministry of Housing and Local Government 1962-64.

He was called to the Bar in 1945 having used his wartime years as a prisoner of war to qualify. Before World War II, Mr. Corfield was a professional artilleryman having been educated at Cheltenham College and the Woolwich Royal Military Academy.

He served with the BEF as a captain and was captured at St. Valery in 1940 after being mentioned in despatches. Whilst a prisoner of war in Germany he escaped and was on the run for three weeks before being recaptured near Hanover.

Mr. Corfield entered Parliament in 1955 when he won South Gloucester. His family has farmed in the area for many generations.

The Parliamentary Secretary

Mr. Anthony Grant, 45, will be responsible for exports, tariff policy, patents, consumer protection, insurance and companies, distribution and services, small businesses, Council of Industrial Design.

A partner in a London firm of solicitors, Mr. Grant has had experience in a number of fields in which the Board of Trade is responsible. He is a member of the executive of the Wider Share Ownership Council and takes a keen interest in company law. Mr. Grant was a member of the House of Commons committee on the new Companies Act now administered by the Board of Trade.

Married with two children Mr. Grant entered Parliament in 1964 when he won Harrow Central. In the Commons Mr. Grant was an Opposition Whip 1966-1970, a Finance Committee whip and also 'pairing whip'. In 1966 he was a United Kingdom delegate to the Commonweaelth Parliamentary Conference held in Ottawa.

He was educated at St. Paul's School and Brasenose College, Oxford, and became a solicitor in 1952, following wartime service as a captain in the 3rd Dragoon Guards.

Mr. Grant is a Freeman of the City of London, a Liveryman in the Worshipful Company of Solicitors and a life member of the Court of the Guild of Freemen.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

President speaks to Air Registration Board

RESEARCH ON ASPECTS of aircraft noise and action to prevent aircraft hi-jacking were among subjects discussed by Mr. Michael Noble, President of the Board of Trade, speaking at the annual lunch of the Air Registration Board in London on June 25.

The President said that in the field of the environment and the quality of life the Board of Trade were pressing ahead with research on all aspects of aircraft noise. 'We have spent more money and so has industry on research into this problem,' he said. 'ARB will act as our advisors on issuing certificates of noise, or should that be of comparative silence? This is a human and social problem of great importancé today. And, as the use of aircraft becomes greater, unless we get the right answer soon, life around our great airports will become steadily less tolerable.

'Your Board has done a unique task on Concorde. As this affects not only myself but also almost all of my constituents I am much comforted by your success. If for a test period we have to put up with sonic booms I feel sure that due to your care and advice the test period will quickly pass and we will have no fear for the safety of the aircraft and her crews.

'At this very moment, ignoring the international time factor, the ICAO is meeting in Montreal and we are represented as one of the leading countries among the many determined to curb acts of violence against civil aircraft. We are all from time to time faced with the problems created by the vast ingenuity of the modern aviation industry; sometimes ingenuity can be seriously and dangerously misapplied, as it is all too often today by saboteurs and hi-jackers. We desperately need early international agreement to combat violence in aircraft and unlawful seizure. If in the process guide lines are developed on aircraft and airport security generally, we can only hope that any delays incurred in getting passengers through airports with the comfort and speed which we are all aiming to achieve can be made up by better and quicker methods of handling baggage, etc. at the arrival stage.'

Referring to VTOL and STOL aircraft, the President said that in his experience there were those who argued that there had been too many cases in Britain where good ideas had been prematurely dropped in the aviation field, and some not so good ideas that had been expensively continued. 'You are all experts, but even your advice does not always exactly coincide. It is, I think, much too early for a new Government to give you the clear go-ahead signal for this type of aircraft for which you ask today. The Board of Trade and Ministry of Technology are, as you know, at present studying the feasibility of inter-city STOL and VTOL services, and you may be glad to learn also that the technical committee of the European Civil Aviation Conference have agreed to recommend that a group of experts should study the V/STOL systems to see what contribution they could make to inter-city travel in Europe.'

Anglo-Soviet Working Group on Standards and Metrology

THE MINISTRY of Technology announce that the fourth meeting of the Anglo-Soviet Working Group on Standards and Metrology was held in Moscow from June 8 to 12, under the provisions of the Anglo-Soviet Technological Agreement.

The Soviet delegation was headed by Mr. V. V. Boitsov, chairman of the Committee for Standards, Measures and Measuring Instruments.

The British delegation was headed by Mr. H. A. R. Binney, director general of the British Standards Institution, and included representatives of the Ministry of Technology and the Scientific Instrument Manufacturers' Association.

The meeting was held in an extremely cordial atmosphere. The Working Group reviewed the progress that had been made, so far, in implementing the Plan of Collaboration which they had previously agreed upon. The wide range of topics discussed included research on standards and metrology, the exchange of scientific and technical information, and means to facilitate trade between the two countries.

It was agreed that collaboration between the USSR and the United Kingdom in these fields had been of mutual benefit and that it should be continued.

The meeting took place in the new building of the USSR Com-

(*Continued at foot of next column*)

mittee of Standards in Moscow. The British delegation was given the opportunity to see the Computing Centre which had recently been established there. They discussed various aspects of the use of computers in the field of standards and metrology.

The next meeting of the Working Group is to be held in London in the course of 1971.

Business managers invited to serve Government

MR. EDWARD HEATH, the Prime Minister, has invited Mr. R. A. Meyjes, marketing co-ordinator of Shell International Chemical Company Limited, to take the lead among a small group of business managers who will be serving him and the Government.

Mr. Meyjes with the agreement of his company has accepted this invitation initially on a part-time basis and full time from August 1.

Mr. Meyjes' first task will be to help with arrangements for other businessmen to make up the group. In the first instance members of the group will be concerned with analysing various activities of government and with recommending improvements in the management and mechanism of government.

The announcement by the Civil Service Department follows a speech made by the Prime Minister at the formal opening of the Civil Service College at its headquarters at Sunningdale Park, Ascot, on June 26.

First Secretary-General of EFTA/EEC Organization for Standardization

DR. P. C. YOUNG, head of the chemical department of the British Standards Institution, has been appointed the first secretary-general of the Comité Européen de Coordination des Normes (CEN). He will continue to work from BSI until later this year and will then take over the CEN offices now being established in Paris.

CEN was set up in 1960 by the standards bodies of EEC and EFTA to provide the machinery for harmonizing national standards in sufficient detail to remove technical barriers to trade. The agreement between the two economic groups to set up a permanent headquarters under its new secretary-general is regarded as vital to the interests of European trade, particularly in view of the urgency of harmonization of technical specifications agreed by the EEC Council of Ministers last year. Among these are pressure vessels, gas pipelines, non-electric heating and cooking appliances, lifts and hoists, steel wire and cables, dangerous substances and welding equipment.

The appointment coincides with another important stage in CEN developments. the publication of European standards and CEN Unification Reports. So far, CEN agreements have been circulated in internal documents which member countries have been free to adopt in their own standards. Published CEN standards will now enable reference to standards to be made in legislation, a declared policy in that part of the EEC programme which concerns the removal of technical barriers to trade.

Water Supply ITB reconstituted

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has reconstituted the Water Supply Industry Training Board for a further three years from June 24. This is the Board's third term of office.

Mr. Carr has re-appointed Mr. S. G. Barrett as chairman and named thirteen other members. These include three new employer members – Bailie John Fox, Alderman G.W.G. Fitzsimons and Mr. A. E. Guild and one new education member – Mr. W. G. Lumb.

Applications for temporary exemptions from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the ground that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 15.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.34	Potassium iodide	Potassium iodide USP	December 31 1970	13457
29.38	Calcium D-pentothenate	As in previous column	December 31, 1970	11109
	Calcium DL-pantothenate	As in previous column	December 31, 1970	13437
29.44	Pristinamycin	As in previous column	December 31, 1970	13419
59.17	Yarn or tow of polytetrafluoroethylene fibre impregnated with polytetrafluoroethylene dispersion whether or not treated with a fubricant	Polytetrafluoroethylene yarn	December 31, 1970	9909
70.20	Glass yarn, continuous, singles, having a count of not less than 30 Tex and not more than 35 Tex, and composed of filaments having a diameter of not less than 5 microns and not more than 8 microns.	Glass fibre yarn	December 31 1970	10393
	Glass yarn, continuous, singles, having a count of not less than 60 Tex and not more than 75 Tex, and composed of filaments having a diameter of not less than 5 microns and not more 8 microns			
	Glass yarn, continuous, singles, having a count of not less than 30 Tex and not more than 35 Tex, and composed of filaments having a diameter of not less than 2 microns and not more than 4 microns			
73.15	Alloy steel coils for re-rolling which contain not less than 12% by weight of chromium as the major alloying element, and having a width exceeding 500 millimetres but not more than 1,372 millimetres, and a thickness of not less than 3 millimetres nor more than 6 millimetres	Stainless steel hot band	December 31, 1970	11059
	Hot-rolled alloy steel strip in coils containing not less than 12% by weight of chromium as the major alloying element, of a width of not less than 254 millimetres nor more than 500 millimetres and of a thickness of not less than 3 millimetres nor more than 6 millimetres			

NOTE: *Amendment of definition*

Interested parties will wish to know that it is proposed that the temporary exemption from import duty of latex saturated asbestos felt under definitions advertised on December 20, 1968 and March 4, 1970 respectively will be continued in due course under the following combined definition:

68.13 Asbestos paper, rubber impregnated, in rolls, being not less than 0·55 millimetres and not more than 0·85 millimetres in thickness, weighting not less than 550 grammes and not more than 780 grammes per square metre, and having a loss on ignition at 1,000° centigrade of not less than 24% by weight and not more than 32% by weight

Anti dumping-duties—provisional charge on French new potatoes

A PROVISIONAL charge to duty of 10s. per cwt. on imports of new potatoes originating in France was imposed on June 24.

The Board of Trade have considered the facts put before them by the Potato Marketing Board and the National Farmers and the provisional charge to duty has been imposed pending the outcome of a full investgation into their application for the imposition of an anti-dumping duty on French new potatoes with which the Board is now proceeding under the Customs Union (Dumping and Subsidies) Act, 1969.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in confidence. Requests for this statement, together with an undertaking in these terms, should be addressed in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Any representations which interested parties may wish to make in connection with this application should be submitted to the Board of Trade, 1 Victoria Street, London, S.W.1, as soon as possible and not later than July 10. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Copies of the Anti-Dumping (Provisional Charge to Duty (No. 5) Order, 1970, are available from HMSO.

Notes:

The Provisional Charge to Duty Order will remain in force for three months unless previously extended (for a maximum period of 3 months) or revoked or superseded by an Order imposing a definitive anti-dumping duty (which may be made retrospective to the date of the imposition of the provisional charge but not before). The rate of any retrospective duty cannot be higher than the provisional charge.

A provisional charge is not a duty as such: but security, normally by cash deposit, will be required by HM Customs for the payment of any retrospective duty which may be imposed.

If an Order imposing a retrospective duty is not made before the provisional charge lapses or is revoked, the security will be returned. If such an Order is made, the security will be set off against the duty. If the period or rate of the retrospective duty is less than that of the provisional charge, the appropriate repayments will be made.

The Import Duties (Temporary Exemptions) (No 7) Order 1970

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 7) Order 1970. (SI 1970 No. 934).

The Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both until January 1, 1971, except for items for which an earlier day is specified.

The Order also continues until January 1, 1971 the partial exemption for photographic film base of cellulose acetate.

The Order comes into operation on July 2, 1970, and has been published as Statutory Instrument 1970 No. 934.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches (price 1s. 3d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 1s. 7d.).

Board of Trade office for Wales—new telephone number

THE TELEPHONE number of the Board of Trade Regional Organization Office for Wales, Cardiff has been changed to 022 62131. Other numbers remain unaltered.

The Board of Trade's regional offices, together with the areas covered, and the appropriate office for Northern Ireland are listed on page xx of the supplement to this issue.

Aviation and Shipping

Oil pollution warning leaflets

A BOARD OF TRADE leaflet warning of the penalties for oil pollution is being handed to masters of all ships entering United Kingdom ports during July. It calls on the masters to observe operating procedures and precautions which will ensure that no oil is discharged into the sea in contravention of the oil in Navigable Waters Acts and the International Convention for the Prevention of the Pollution of the Sea by Oil.

Masters are urged to make the maximum use of port facilities for the reception of oily residues and are reminded that the aim should be the complete avoidance of the discharge into the sea and other navigable waters of oil or oil mixtures.

Attention is drawn to the fact that it is an offence to discharge any oil or oily mixture into United Kingdom territorial waters and to discharge crude oil, fuel oil, lubricating oil or heavy diesel oil or mixtures containing 100 parts per million or more of these oils into prohibited areas of the sea which include the whole of the North Sea and English Channel and extend many miles west of the United Kingdom. Vessels reported as discharging oil are liable to inspection on arrival at a United Kingdom port. Persons convicted of an offence are liable to a fine which may be unlimited in amount. Foreign ships will be reported to their Government for legal proceedings to be taken.

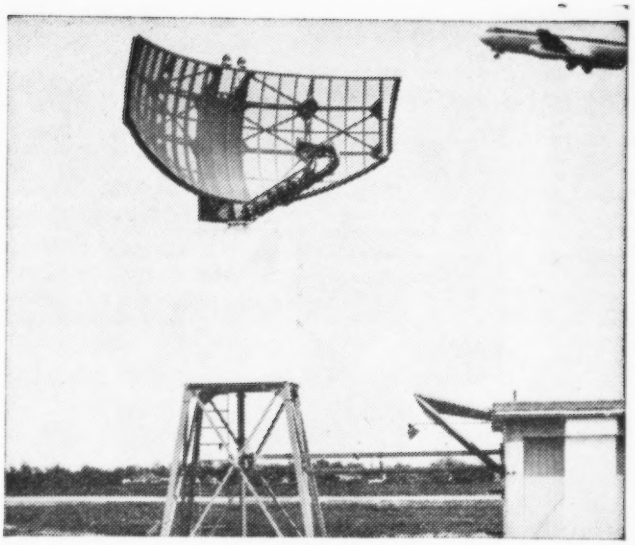
Customs Waterguard Superintendents will hand copies of the leaflet to masters of all ships calling at United Kingdom ports. This procedure will be repeated at irregular intervals.

The emphasis of the message is on the need for masters to act conscientiously to avoid any risk of an oil discharge. The primary aim is avoidance of pollution rather than the punishment of offenders.

Notes:

Proceedings may be brought against British ships for unlawful discharge of oil anywhere at sea. Masters of foreign ships may also be prosecuted in United Kingdom courts for discharges within United Kingdom territorial waters. Other governments which are signatories of the International Convention for the Prevention of Pollution of the Sea by Oil 1954 as amended in 1962, have agreed to take action against ships of their flags if there is evidence of a contravention of the Convention. Forty-two countries have accepted the Convention, and these include all the important maritime nations.

President's speech to Air Registration Board is on page 9.



The antenna of the Plessey AR-1 air surveillance radar recently installed at Dublin Airport. This equipment has been supplied on hire by Plessey, and will fulfil an interim surveillance radar requirement until the installation of a Plessey AR-5 radar, which is due to be commissioned towards the end of this year. The AR-5 will be used for long-range air surveillance and for close-in cover for incoming and outgoing traffic. The AR-5 will form a vital part of the expansion of the facilities of Dublin Airport, which will include new terminal buildings, planned integration of Category 2 ILS, and the eventual construction of new and larger runways.

Purchase tax: tax free sales to tourists from overseas

HM CUSTOMS AND EXCISE are introducing with effect from July 1 two forms and a revised public notice designed to reduce the financial risk and counter work when retailers make tax-free sales to tourists from overseas.

By use of the new forms the details that have to be completed by a retailer at the time of a tax-free sale amount to little more than when accepting a personal order on credit.

The new forms are:

(a) a completely revised Form PT40 for use in the Personal Export scheme under which goods are sent from the shop direct to the exporting ship or aircraft; and

(b) a special form PT40TC for use in the Over the Counter sceme under which the tourist may take delivery of the goods in the shop provided that he or she undertakes to produce the goods personally to Customs for identification and to export them within three months of the date of purchase.

Use of the new forms is fully explained in a revised edition of Notice No. 77X (Purchase Tax – Retail Export Schemes) which is now being distributed.

The revised Notice No. 77X also clears up two points about the over-the-counter scheme where there has been uncertainty in the past. Paragraph 4 explains in detail how this scheme can be operated entirely without risk to the retailer and paragraph 28 emphasizes that sales 'over-the-counter' should be restricted to articles that can be carried on the person or in luggage normally carried by hand by a passenger on to a ship or aircraft.

Copies of Forms PT40 and 40TC and of the revised Notice No. 77X may be obtained from any Officer of Customs and Excise.

CBI Industrial Trends Survey

THE RESULTS of the 38th Industrial Trends Survey carried out by the Confederation of British Industry in the two weeks ending on June 3, show that firms were generally rather less optimistic about the business situation in their industry than they were in February. The balances of firms reporting increases in average costs per unit of output and average selling prices in the past four months are even greater than those recorded in February, and the sharp upward trends are expected to continue over the next four months. In contrast to this, in the EEC the balances of firms expecting prices to rise over the next three or four months has been declining during 1970, after rising throughout most of 1969. The increases, say the CBI, are increasingly affecting our export prospects. The percentage of exporters saying that their prices compared with overseas competitors are 'a most important factor' limiting their ability to obtain export orders has returned to the level that was recorded before devaluation.

Little change in manufacturing investment in the 12 months to mid-1971 is indicated. For the year 1970, the Survey results confirm the view that the rate of increase in manufacturing investment will be rather below that suggested by the latest Ministry of Technology forecast.

Although the exporters who are 'more optimistic' about export prospects over the next year still outweigh those who are 'less optimistic', the present percentage balance of +4 is far smaller than at any time since devaluation; in fact, only once (in 1961) has a smaller balance been recorded. However, over the shorter time period of the next four months fairly strong increases in export orders and deliveries are expected. The reported trends in export orders and deliveries have also been upward. Of the factors limiting export orders, the importance of price has already been mentioned, while the other factors have become relatively less important. In particular the percentage citing quota and import licence restrictions has fallen to 18, the lowest recorded since the question was introduced in 1964.

New Books

Federal Republic of Germany: a Survey for Businessmen. (48 pages. London Chamber of Commerce, 69 Cannon Street, London, EC4. 12s. (60p) SBN 901902 29 2). This is the third edition of this booklet which first appeared in 1963. Designed as a ready source of reference, and compiled with the co-operation of the Hamburg Chamber of Commerce, it reflects the continuing interest in basic information about the German market. Another booklet in this series is **Romania: a Survey for Businessmen.** (28 pages. London Chamber of Commerce, 69 Cannon Street, London, EC4. 17s. 6d. (87½p) SBN 901902 349). This is the report of the Chamber of Commerce's Mission to Romania in November 1969, which aimed at extending further the growing links between Romania and British industry and commerce and assessing the future potential for Anglo-Romanian trade. Both these booklets provide the basic information required for successful business dealings with these countries. Addresses of the most important business and foreign trade organizations are also listed. A Birmingham Chamber of Commerce mission visited the Congo Republic in October 1969 and the report of that mission, **The Democratic Republic of the Congo: a Report of a Mission to the Democratic Republic of Congo from 11th to 25th October 1969 . . .** (14 pages. Birmingham Chamber of Commerce and Industry, 75 Harborne Road, Edgbaston, Birmingham 15. 9s. (45p)), has just been published. The report gives a brief survey of the economy of the Republic and the opportunities in consumer goods, engineering products, mining and manufacturing industry open to the British businessman. Import procedures and payments are briefly described and a summary of the 1970 Congolese budget given. A list of books on the Congo of interest to British businessmen is also included in an appendix.

The Outlook for Economic Growth. Organization for Economic Co-operation and Development. (40 pages. Available from HMSO at 14s. (70 p) by post 14s. 4d. (71.2 p). SBN 11 920289 1). This report by a working party of the OECD's Economic Policy Committee sets out three main conclusions of a much larger and more extensive study of the problems of economic growth and policy in the period 1960-1980, of which the full report is expected to be published within a few months. In this summary report the experience of OECD countries in the 1960's is examined in the light of the objectives set by the OECD Council in 1961, which were that the combined national output of member countries should be increased by 50 per cent by 1970. In the event this target has been surpassed. The report also assesses potentialities for growth of output over the period 1970-80 and identifies some of the most important issues for economic policy during that decade. Topics which receive particular attention include problems associated with growth and stability of the economy, such as demand management and prices and incomes policies; longer-term structural policies; the use of resources and the problem of social choice. Most of the discussion is in general terms, rather than in the form of a detailed comparison of the achievements and prospects in individual countries. However, there are statistical tables comparing growth rates of output 1960-1970, projections of employment, productivity and output 1970-1980, and average annual percentage rates of growth which enable the United Kingdom's performance to be compared with that of other OECD member countries.

Resources for the Developing World. The Flow of Financial Resources to Less-developed Countries 1962-1968. Organization for Economic Co-operation and Development. (341 pages. Available from HMSO at £2 (£2.00); by post £2 2s. (£2.10) SBN 11 920285 9). The five previous reports in this series, of which the earliest covers the years 1956-1959, were published under slightly varying titles, that for the immediately preceding issue being *The Flow of Financial Resources to Less-Developed Countries* 1961-1965 (OECD, 1967). The series is intended as a source of basic data on the assistance programmes of individual donor countries and on overall official and private financial flows. Military assistance and other transfers for military purposes are excluded. The descriptive material in the report is for the first time presented in a series of country chapters covering each member of the OECD's Development Assistance Committee (16 countries including the United Kingdom, plus the Commission of the European Communities). The presentation in these chapters follows a standard pattern, covering the volume of aid and of private flows, the management, composition, financing, geographical distribution, financial terms and conditions of official aid programmes, and the contribution of the private sector. Several statistical tables are included in the country chapters, and part II of the report consists of 47 statistical tables showing the flow of financial flows from DAC member countries to less developed countries over the period 1962-1968 (a few tables go back to 1960 or 1957). Eleven tables giving figures on technical assistance are included here. Because the statistical data on these flows has been extended and improved in recent years, and it has been possible to revise some of the figures published in earlier reports, the period covered overlaps with the previous report. Appendices include figures of financial aid flows from the OECD countries not members of DAC, and of Communist countries' economic aid to developing countries. The factual background which this report provides to the discussion of development problems and development assistance makes it complementary to another OECD report. **Development Assistance, 1969 Review.** (325 pages. Available from HMSO at £2 9s. (£2.45); by post £2 10s. 7d. (£2.53) SBN 11 920257 3). This report, by Edwin M. Martin, Chairman of the Development Assistance Committee, comments on trends in aid flows and discusses the key policy issues facing both developed and less-developed countries. Several statistical tables are included, some of which appear also in *Resources for the Developing World.*

In recent years there has been a considerable extension of interest in manpower questions by those concerned with public policy. **Labour Problems of Technological Change**, by L. C. Hunter, G. L. Reid and D. Boddy, *University of Glasgow Social and Economic Studies.* (363 pages. George Allen & Unwin. £4 (£4.00) SBN 04 331045 1) is concerned with the examination and assessment of the impact of changes in technology on companies in three selected industries: printing, steel and chemicals. Its main focus is on the employment and associated labour market effects of technological change: but part of the rationale for the study as a whole has been to relate these effects to the technological environment of each industry. Accordingly a good deal of attention has been paid to the character of the innovations themselves and to their implications for the industries in general terms. The authors are all experienced economists of the Department of Social and Economic Research at the University of Glasgow. They have been closely involved in the study of labour and industrial relations, and in preparing the present work they spent considerable time in the industries concerned. The study therefore has a strong empirical foundation and is aimed at all those interested in employment problems.

A Dictionary of Computers, by Anthony Chandor, John Graham and Robin Williamson. *Penguin Reference Books.* (406 pages. Penguin Books. 10s. (50p)) is a glossary of some 3,000 words, phrases, and acronyms used in connexion with computers. It has been designed to assist both technical readers and the increasing number of non-specialists whose work is to some extent affected by a computer.

Other Publications

THE AGRICULTURAL DEVELOPMENT OF BRAZIL, by G. Edward Schuh. *Praeger Special Studies in International Economics and Development.* 456 pages. Published by Praeger. Distributed by Pall Mall Press. £7 15s. (£7.75).

BASIC STATISTICS OF THE COMMUNITY. Comparison with Some European Countries, Canada, the United States of America, Japan and the Union of Soviet Socialist Republics. 9th edition. Statistical Office of the European Communities. 224 pages. Available from HMSO at 8s. 9d. (43.4p); by post 9s. 5d. (47p).

THE BISCUIT MARKET IN GROCERS. 17 pages. Available to all trade inquirers from Associated Biscuits Ltd., 121 King's Road, Reading RG1 3DG

BRITISH CRAFTSMEN AND RURAL INDUSTRIES. Directory and Export Guide. 76 pages. Photo Journalist Ltd., 77 New Bond Street, London, W1. £2 10s. (£2.50) in the United Kingdom; £2 15s. (£2.75) abroad. SBN 9500 261 15.

THE DILEMMA OF FREIGHT TRANSPORT REGULATION, by Ann F. Friedlaender. (A background paper prepared for a conference of experts at the Brookings Institution, together with a summary of the conference discussion.) *Studies in the Regulation of Economic Activity.* 216 pages. Published by The Brookings Institution, Washington. Distributed by George Allen & Unwin. £3 4s. (£3.20). SBN 8157 2936-7.

DIRECTORY OF PUBLIC WHARVES, WAREHOUSES AND COLD STORES IN MEMBERSHIP OF THE ORGANISATIONS FORMING THE COMMITTEE. May 1970. 24 pages. British Port Warehouse Keepers' Committee, 17 Croswall, London, EC3. 3s (15p).

DISTRIBUTIVE TRADES LITTLE NEDDY GENERAL REPORT 1969/70. 20 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

THE ECONOMIC SCENE: AN AUSTRALIAN PERSPECTIVE, by K. F. Ronaldson, K. N. Trimble 215 pages. John Wiley & Sons Inc. £2 5s. (£2.25). SBN 47 73332 6.

INDUSTRIAL REPORT BY THE HOSIERY AND KNITWEAR EDC ON THE ECONOMIC ASSESSMENT TO 1972. 19 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London, SW1.

INDUSTRIAL REPORT BY THE HOTELS AND CATERING EDC ON THE ECONOMIC ASSESSMENT TO 1972. 17 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

INSTITUTE OF DIRECTORS GUIDE TO EUROPE. A Comprehensive Guide to Western Europe and Scandinavia. 2nd edition (fully revised). 656 pages. Thornton Cox. £5 (£5.00) I SBN 09. 104020 5.

THE INTERNATIONAL AIRLINE INDUSTRY, by Mahlon N. Straszheim. 297 pages. Published by The Brookings Institution, Washington. Distributed by George Allen & Unwin. £3 12s. (£3.60).

LABOUR LAW, by J. B. Cronin, and R. P. Grime. 548 pages. Butterworths. Case-bound £5 5s. (£5.25) I SBN 0 406 569606; Limp-cover £3 15s. (£3.75) I SBN 0 406 56961 4.

PRODUCING USEFUL MEDIA RESEARCH. 10 pages. Available free from Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
July 8	Miscellaneous stores	TV and VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)

Bedford fire tenders and 950-gallon. refueller; 1-ton Austin truck; Commer Van (diesel); excavator conversion set; aircraft and vehicle spares; electrical equipment; X-ray equipment; portable diathermy equipment; oscilloscopes, photographic equipment; engineers' tools; generators; machine tools; prismatic binoculars; parachute canopies, straps, fittings and packs; scrap leather, rubber, webbing and mixed rags; kilts, sporrans, purses; aluminium kitchen utensils; cutlery, crockery, etc.; canvas sheeting and tentage; drawers; trousers; vests; shirts; raincoats; raincoat linings; furniture and large assortment of other general stores.

July 14-15	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)

Fork lift trucks; Meadows and other generating sets; machine tools; fire pumps; diesel engines; fire extinguishers; rectifiers and transformers; aircraft testing trolleys; generator test benches; sirens; welding outfits; electric drills; vices; chain blocks; earth rammers; fork lift crane attachments; exending; ladders; sledge hammers and other small tools; metal pallets; alternators; oscilloscopes; electric cable; tyres; tarpaulin sheets; tentage; tent poles andt lines sandbags; electronic valves; aircraft fuel pumps; actuators; regulators; cameras and films; avometers; binoculars; watches; compasses; sideboards; dressing tables; mirrors; tables; chairs and other furniture; crockery and cutlery; carpets; raincoats; greatcoats; ground sheets and various clothing; blankets; palliasse cases; scrap canvas, rags and webbing; aircraft. wireless, MT signal and electrical spares; also large assortment of miscellaneous stores.

July 22	Vehicles, miscellaneous stores	Queens Hall, Northern Ireland Memorial Buildings, 9-13 Waring Street, Belfast 1	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. 0232 20233.)

Mini Minors and Mini Buses; Hillman Huskys; Ford Zephyrs; Standard Ensign; Vauxhall Victors; Land Rovers; Morris J2 coaches; Bedford Utilecons and 7-ton cargo trucks; ambulances; Austin 1-ton cargo vans; Ford Thames 5-ton trucks; AEC Matador 10-ton trucks; Scammell tractors; Coles 2½ and 5-ton cranes; Sankey and Brockhouse ¼-ton trailers; motor cycles; water tanks; hard wood boxes; millboard sheets; metal rack assemblies; large quantities clothing; textiles; furniture; kitchen equipment and other general stores.

July 28-30	Plant and machinery, miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Motor generators; electric motors; ventilation fans and heaters; motor alternators; transformers; trolley-mounted fire pumps; petrol-driven trailer fire pumps; drilling machines; oxy-acetylene and electric welding equipment; portable boilers (20 gallons); industrial vacuum cleaner; surplus medical equipment; concrete mixers; steel tanks; 10-ton Avery tensile testing machine; wind tunnel and pressure vessel and other plant equipment; jerricans; motorized rollers; mastic asphalt mixer; drinking water coolers; chairs; tables, settees; lockers; wardrobes; filing cabinets and other furniture; large assortment of miscellaneous clothing; various textiles; miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
July 7	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

GOVERNMENT SURPLUS
LARGE STOCKS

EX ARMY WEB EQUIPMENT
PART WORN, SOUND MARQUEES
SECONDHAND & UNUSED CLOTHING

Box No. S6958
Board of Trade Journal,
Room D92, Atlantic House
Holborn Viaduct, London, E.C.1.

REDUNDANT PLANT WANTED:
Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors, transformers, switchgear etc.

Specialists in difficult dismantling operations
Prompt inspection and settlement

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	305 r	211	-22	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	---	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	136 r	142	148	126	134	157 r	100	7	28
1970															
1st quarter	117 p	124			114 p	103	130 p	138 p	142 p			6 p	64 p	-13 p	-41
1969															
November		125				104									
December		124				103									
1970															
January		123				103									
February		124				104									
March		126				103									
April		125 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing	manufacturing industry	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963	1963	series in £ million
											4,983	4,365	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	541	188	24,319	159	150	-297
1969	117	124	131·8	*5·4*	125·0	115·9	197·4	535	200		167	169	415
1968													
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	-107
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	547	189	24,276	161	154	- 10
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	532	202	24,316	160	159	- 68
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519	202	24,277	169	167	74
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547	200	24,205	168	173	147
4th quarter	117	124	133·7	*5·1*	127·3	118·0	201·6	544	199		169	177	171
1970													
1st quarter	123 p	125 p	136·2	*5·0*	130·1	120·4	208·8	561	192		172	180	144
2nd quarter								563 p	187 p				
1969													
December	117	124	134·4	*4·7*	128·4	118·6	205·0	550	200		170	177	
1970													
January	121 p	127 p	135·5	*5·0*	129·4	119·5	206·1	558	195		167	182	
February	120 p	126 p	136·2	*4·9*	130·0	120·5	209·4	557	192		172	174	
March	123 p	125 p	137·0	*5·1*	130·8	121·6	210·9	567	188		176	185	
April	123 p	123 p	139·1	*5·6*	130·4 p	122·4 p	211·5	567	188		181	187	
May			139·5	*6·1*	129·0 p	122·7 p	212·5	560	187		177 p	174 p	
June								561 p	187 p				

† Not seasonally adjusted. ‡ Including re-exports.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for April 1970 is 155 (1963=100). This is 6 points higher than for March 1970 and 12 points higher than for April 1969.

The index numbers of the main industrial groups with increase on April 1969 shown in brackets are: textiles 212 (+31 points); clothing 123 (+7); engineering and metals 129 (+12); food, drink and tobacco 122 (+9); timber and furniture 140 (+12); mineral products 141 (+11); other manufacturing industries 227 (+13); gas, electricity and water 184 (+28).

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Motor Cycles, Three-wheel Vehicles and Pedal Cycles for March 1970
Wheeled Tractors for March and April 1970
Metal-working Machine Tools for March and Fourth Quarter 1969
Gramophone Records for February 1970
Tools and Implements for February 1970
Wood Chipboard for April 1970
Salt for April 1970
Home-grown Timber for April 1970
Paper and Paper-making Materials for March 1970
Footwear for April 1970
Tape Recorders for January 1970
Paper and Film Bags for March 1970

Continued in next column

Cars and Commercial Vehicles for April 1970
Pottery and Electrical Ware for April 1970

Quarterly at 7s. 6d. a year post free:

Soap and Synthetic Detergents for First Quarter 1970
Warp Knitted Fabrics for First Quarter 1970
Electric Light Fittings for Fourth Quarter 1970
Lace for First Quarter 1970
Elastic Goods and Narrow Fabrics for First Quarter 1970
Toilet Preparations for First Quarter 1970
Perambulators, Bedfolders and Push Chairs for First Quarter 1970
Numerically Controlled Metal-working Machine Tools for Fourth Quarter 1970
Jewellery for First Quarter 1970
Electric Lamps for First Quarter 1970
Polishes for First Quarter 1970
Domestic Hollow-ware for First Quarter 1970
Engineers' Tools for Fourth Quarter 1969
Pesticides and Allied Products for First Quarter 1970
Office Machinery for Fourth Quarter 1969
Carpets and Rugs for Fourth Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal on March* 18, *on page* 736.

Civil Aviation Series:

Air Passengers – international and cabotage for Third Quarter 1969.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, June 26, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Uncle Sam's Secret Army	Br/E 34884	28	June 23	United Artists Corporation Ltd.	Park Gate Productions Ltd.
And Soon The Darkness	Br/E 34887	99	June 23	Warner-Pathe Distributors Ltd.	Associated British Productions Ltd.
Doctor in Trouble	Br/E 34889	90	June 25	Rank Film Distributors Ltd.	Welbeck Film Distributors Ltd.
Day of Rest	Br/E 34891	25	June 25	Columbia Pictures Corporation Ltd.	Signal Films Ltd.
Movietone News 2142	Br/E 34683	8	June 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2142A	Br/E 34684	7	June 26	" "	" "
				FOREIGN	
Land Grab	F 34879	5	June 22	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Going Ape	F 34880	5	June 22	" "	" "
Surface Surf Aces	F 34881	5	June 22	" "	" "
The Games	F 34882	96	June 22	" "	Twentieth Century-Fox Productions Ltd.
OSS. 117 – Murder for Sale	F 34883	91	June 22	Rank Film Distributors Ltd.	DA. MA. Film, Rome and P.A.C., Paris.
The Blonde and the Black Pussycat	F 34885	82	June 23	S.F. Film Distributors Ltd.	Lisa Film GmbH, Munich.
Ravaged	F 34886	87	June 23	" "	Transatlantic Film Production, Paris.
The Curious Female	F 34888	75	June 25	Antony Balch Films Ltd.	Fanfare Film Productions Inc.
The Fighting Corsair	F 34890	97	June 25	Ranworth Film Services Ltd.	Edic Films, Paris, Producciones Balcazar Barcelona, and Arco Film, Rome.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

FEMALE STATISTICIAN ECONOMIST

Preferably graduate, required by leading specialist management consultants. Job involves:

Specification of sample requirements for IMR projects.
Analysis of sampling results.
General participation in fast-moving research.
Immediate responsibility.
Two years' practical experience desirable.

SALARY AROUND £1,600

Write to: **Box No. M11979**
BOARD OF TRADE JOURNAL, HER MAJESTY'S STATIONERY OFFICE, ROOM D92, ATLANTIC HOUSE, HOLBORN VIADUCT, LONDON, E.C.1

Exhibitions and Fairs

'Better than ever' results at Tel Aviv Trade Fair

A report from the British Embassy, Tel Aviv

THE FIFTH International Trade Fair to be held at the Tel Aviv permanent exhibition gardens took place this year from May 25 to June 9. Opened on the evening of May 25 by President Shazar of Israel, it attracted 1,300 exhibitors in 32,000 square metres of space of which 75 per cent was in covered pavilions. A 50 per cent increase in overseas countries exhibiting brought the total to 51, and almost 400,000 visitors (including 50,000 who attended the 'businessmen only' periods) came to the fair.

This fair was the last of the biennial fairs of the present type to be held in Tel Aviv. In future years there will be a fair each year, alternating between capital and consumer goods. Next year's fair, entitled Technology '71, will be devoted to capital goods. This is a reflection of the growing sophistication of the Israeli market, the needs of which have now outgrown the concept of the general trade fair.

Nevertheless an extremely high success ratio was recorded throughout the fair, not least in the British Pavilion, which once again received favourable comments from both press and business circles. The Pavilion, designed by the Central Office of Information, covered 1,200 square metres, and together with 270 square metres of outside space, accommodated 45 exhibitors.

The very diverse nature of the British exhibits, ranging from industrial furnaces to hi-fi equipment and from furniture to microswitches, reflected the nature of the fair as a whole. The public found the pavilion attractive, and it was usually packed during the public hours, with the handout Union Jack plastic bags once more proving a very popular gimmick. On the business side there were some excellent results both in orders taken at the fair itself and in worthwhile future business resulting from the many inquiries. Agricultural equipment, furniture, electronics and teaching aids were four categories in which excellent business was done. The long-term business done as a result of the fair may well end up at close to £1 million if several large potential orders materialize in the next few months.

British Day, June 7, was marked by the visit to the pavilion of Mr. Victor Feather, general secretary of the Trades Union Congress. Mr. Feather visited the stands of all exhibitors accompanied by the British Ambassador, Mr. John Barnes, and received guests to the British Day reception which was held in the Pavilion. He was also one of the guests of honour at the traditional British Day lunch, given by the Israel branch of the Anglo-Israel Chamber of Commerce. At the Pavilion and at the lunch, entertainment was provided by the Band of the 1st Battalion the Prince of Wales' Own Regiment of Yorkshire, which flew specially from Cyprus to play at the fair and also gave concerts on several occasions elsewhere in and around Tel Aviv.

The band's playing was received with great enthusiasm by Israelis wherever they performed, and a special feature at British Day at the fair was the marching and playing of the Corps of Drums outside the Pavilion.

In the evening of British Day, the chairman of the Israel Committee of the British National Export Council, Mr. J. A. Lewando, hosted a reception for 300 guests at one of the leading hotels in Tel Aviv, which rounded off a busy day in a relaxed and informal way.

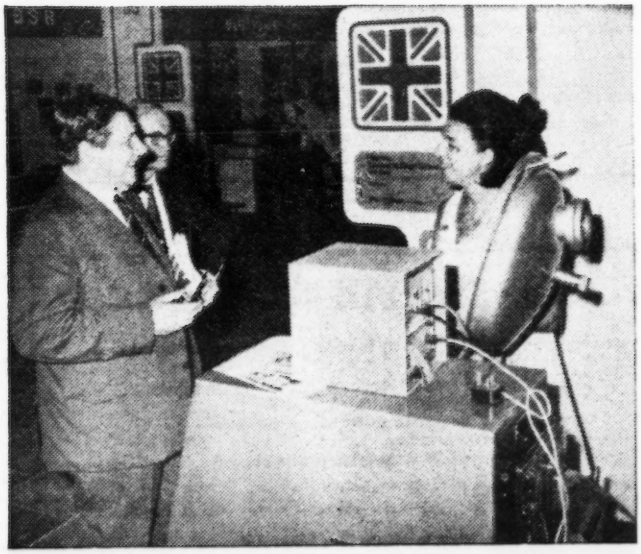
At next year's Technology 71 fair it is expected that Britain will once more take a large pavilion and there are plans for an all-British Agricultural and Food Processing Exhibition in November 1971. These and further promotions in Israel in the future will ensure the further recognition by British exporters of the importance of a market which already accounts for over £100 million sterling annually of British exports.

BEA at The Design Centre

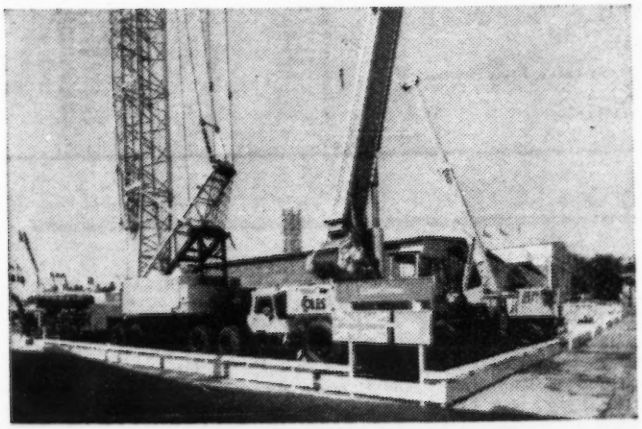
AN EXHIBITION at The Design Centre describing the importance of good design throughout the activities of British European Airways will be opened by Mr. Michael Noble, President of the Board of Trade, on July 14. Called 'BEA at The Design Centre' the exhibition will be open from July 15 to August 22. It will show how BEA has carried its design concepts through its organization and how the airline's design policies have influenced other sections of industry. The exhibition will include a mock-up of part of the interior of an aircraft showing the different kinds of seating used by BEA together with catering equipment for both passengers and crew. Other sections of the exhibition will include computer booking, the development of automatic landing systems for BEA's Trident fleet, the training of pilots and the design of BEA's new Cargocentre Europe at Heathrow Airport. The exhibition is being organized by British European Airways in conjunction with the CoID.

Transposition of photographs

IN THE *Board of Trade Journal* of June 24, the photographs of the British Engineering Week in Vienna (page 1676), and the symposium presented to Soviet perfumers (page 1678) were transposed.



Mr. Victor Feather (left) and the British Ambassador Mr. John Barnes visit the Crompton Parkinson stand in the British Pavilion at the Tel Aviv International Trade Fair.



Rising 250 ft. above the British Pavilion, a truck-mounted Coles Zealous Tower crane made an impressive landmark when the machine made its debut at the Poznan International Trade Fair last month. Other cranes on the Coles stand which attracted considerable foreign interest were two of the latest machines from the Coles truck-mounted telescopic boom range, a Hydra Truck 150T, 15-ton capacity machine, and a Hydra Truck 300T, 30-ton capacity crane.

Joint venture group wins orders at Music Show

by D. Moore, Vice-Consul (Commercial), British Consulate, Miami

THE 69th Annual Convention and Music Show, sponsored by the National Association of Music Merchants, Incorporated, Chicago, Illinois, was held in Miami Beach, Florida, from June 6-9.

Various rooms had been booked in the Hotel Fontainebleau, Miami Beach, for the Daily Convention programme, and the Music Show was held in the Exposition Center. The 173 exhibitors occupied almost all of the one floor show area, comprising some 17 acres; a good number of these had taken extensive space, and on display was almost every musical instrument known to mankind, plus modern and highly developed equipment. The exhibits comprised accordions and accessories, band instruments (brass, woodwind and percussion) and accessories, fretted instruments and accessories, harpsichord, musical merchandise, organs (chord and portable) and accessories, radio and TV equipment, record and tape equipment, records, tapes and accessories, pianos, supplies and accessories, sheet music, method books and teaching aids, sound equipment, string instruments and accessories.

The official opening of the 1970 Music Exposition for the trade, took place on June 6.

There were eight British participants in a Board of Trade joint venture group, the majority of whom reported a great deal of interest in their instruments and accessories, and which produced inquiries and orders to be processed after the termination of the show, either through their United States representatives, or directly from the United Kingdom. Bentley Piano Co. Ltd. reported sales of pianos off their stand to the value of $3,000 and booked orders amounting to a further $2,600 for pianos to be delivered into Canada and the Bahamas. Cardiff Music String Co. Ltd. received orders valued at $14,000 and have others pending as a result of their display amounting to approximately the same amount. The other successful exhibitors were Rose Morris and Co. Ltd., who had orders placed for amplification equipment; Jennings Electronic Industries; R. G. Lawrie Ltd.; Dallas Arbiter Ltd.; Premium Drum Company Ltd.; and Alfred Knight Ltd., who received orders and opened new accounts.

Total trade attendance came to 7,724.

Twelve hundred British firms to exhibit in 21 countries

DURING THE NEXT three months over 1,200 British firms will be exhibiting with the support of the Board of Trade at 58 trade fairs in 21 countries. An increasing number of British firms are finding that an effective method to promote exports is to take part in overseas fairs or special promotions through an official 'joint venture scheme'; and from July to September a wide range of British capital and consumer goods will be on show at events around the world.

During this period the British trade drive in Finland will be intensified. Over 130 firms are exhibiting at the Helsinki International Trade Fair, and a fortnight of store promotions in all the major Finnish towns starts at the end of September. Store promotions will also be staged in France and the United States, and during September and October there will be three Shopping Weeks in Sweden and two in Austria.

Other events will include displays at the Moscow International Chemistry Exhibition, Novosibirsk (USSR) British Exhibition of Scientific Instruments, Los Angeles Western Electronic Show and Convention, Johannesburg 'Electra 70', the Detroit Marine Trades Exhibition and the Madrid World Poultry Congress and Exhibition.

June 'triple' attracted good overseas attendances

Six events held at Earls Court, London, from June 1 to 5, attracted a heavy attendance from overseas. Audited turnstile figures for all events (three exhibitions and three conferences) totalled 11,482, of which 2,400 (approximately 21 per cent) were from overseas. Visitors were drawn from 37 countries.

Total attendance at the Pipes, Valve & Pipeline Engineering Exhibition was 9,063 – which includes a total of 1,994 overseas visitors from 27 overseas countries. There were 150 exhibiting companies on 100 stands occuping an area of 40,000 sq. ft. The level of inquiries during the open period was reported to be high, with a large volume of the business coming from overseas. The exhibition and convention were formally opened by Sir Henry Jones, chairman of the Gas Council, who stressed the international nature of the pipeline industry, and observed that although it had, until recently, been associated mainly with the United States, the USSR and the Middle East, it was now expanding in Western Europe, including the United Kingdom. He forecast a growth for the industry on a world-wide scale as increasing populations required more and more of the urban services provided by pipelines, and as more oil and natural gas reserves were opened up.

Export visitors included a party from East Germany; a 25-strong group from Japan, sponsored by the Japanese Association for Piping, a delegation from India and many visitors from Canada and the United States. The accompanying Convention (held at Earls Court from June 1 to 3) had a total of 280 delegates – again with heavy overseas representation. Thirteen papers were presented.

Comments from exhibitors included the following:

'A considerable number of inquiries for manufacturers of industrial valves for the control of fluids from European, Indian, Russian, Japanese, United Kingdom and other visitors to the exhibition.'

British Valve Manufacturers' Association.

'This stand has been particularly successful with foreign visitors. During the course of the week we have met visitors from Germany and Spain as well as a delegation from Rumania.'

British Pump Manufacturers' Association.

'We have made contact with the USSR for the first time in this line of our business.'

Overseas Mercantile Ltd.

'We have received important industrialists from many countries, including Kuwait, New Zealand, Trinidad, Germany, Norway, Sweden, Holland, Belgium and Israel – and arising from these visits we have been able to negotiate firm business relations for the marketing of our range of high-pressure steel fittings and steel unions in Trinidad Belgium and Germany.'

Hipkiss Brothers Ltd.

'We have received a firm inquiry from Austria for a complete facing and pressure-testing plant. Also, firm inquiries for hydrostatic test equipment from Finland, Belgium, Kuwait, Holland, East Germany and many United Kingdom companies.'

High Pressure Components Ltd.

Total attendance at the Anti-Corrosion & Industrial Finishing Exhibition was 5,016. This included 953 visitors from 29 countries. The exhibition occupied 15,560 sq. ft. of display space with 83 companies represented on 46 stands.

The Anti-Corrosion & Industrial Finishing Exhibition was formally opened by Dr. T. P. Hoar, president of The Institution of Corrosion Technology and chairman of The Ministry of Technology on Corrosion & Protection.

The Corrosion Conference, held at Earls Court on June 4 and 5, was the 56th Manifestation of The European Federation of Corrosion and was organized by the British Joint Corrosion Group. There were 165 delegates including representatives from overseas. The theme of the conference was 'The Protection of Metals in Storage and In Transit' and 12 papers were presented and discussed.

The Reinforced Plastics Exhibition attracted 4,583 visitors. This figure included 1,054 overseas visitors from 32 countries. There were 34 exhibiting companies on 23 stands occupying a net area of 6,500 sq. ft. The exhibition is claimed to be unique in that it is still the only show of its type in Europe catering exclusively for the reinforced plastics field. Reports from exhibitors indicated that the level of inquiries throughout the open period was satisfactorily high and that export inquiries were particularly plentiful.

Attendance at the one-day symposium organized by the Building Programmes Sub-Committee of the Building & Construction Group of the Plastics Institute totalled approximately 130. Five papers were delivered.

Comments from exhibitors included the following:

'We have had more interest shown in our products from overseas visitors, with visitors from Russia, Germany, France, Italy and Sweden. Particular interest was shown by the German visitors because of the very long deliveries which their own toolmakers are quoting at the present time.'

J. J. Harvey (Manchester) Ltd.

'Firm inquiries received from New Zealand, Australia, Canada, Italy, Finland, Norway, Sweden, France, Germany, South Africa, Holland, Belgium, Spain, Portugal, the Irish Republic and the Russian Trade Delegation – with special requests for agencies in New Zealand, Scandinavia, Italy, France, Germany and South Africa.'

Cengar Universal Tool Co. Ltd.

The next Pipes, Valves & Pipeline Engineering Exhibition & Convention, The Industrial Finishing & Anti-Corrosion Exhibition and The Reinforced Plastics Exhibition will take place from June 5 to 9, 1972, at Earls Court, London.

Contacts strengthened at International Congress of Prestressed Concrete, Prague

A report from the British Embassy, Prague.

CZECHOSLOVAKIA WAS host nation for the Sixth International Congress of Prestressed Concrete (Federation Internationale de la Precontpainte or FIP) held in Prague from June 7-14.

Exhibitors from six countries contributed to a full scale and attractively designed exhibition held adjoining the Congress Palace where 15,000 delegates attended the meetings.

Eight British firms participated in a joint venture organized by the Board of Trade in conjunction with the Concrete Society, and the styling and design of the stands clearly presented a unified and major participation by Great Britain – the world's largest exporter of prestressing equipment and materials.

More widely dispersed with the 10 firms from the Federal Republic of Germany and three from France, two from Switzerland, and one each from Italy and Czechoslovakia, who together with the British entry made up a participation occupying 3,000 square metres of space.

From the commercial view point the value of the event to exhibitors – as for delegates – lay more in the strengthening of contacts at international level rather than direct sales to Czechoslovakia. Yet useful talks were held with several organizations and prospects which emerged are to be pursued.

The next congress is being prepared for 1974 and will be held in New York.

Soviet specialized exhibitions (salons) in 1971

IT WAS ANNOUNCED in the *Board of Trade Journal* of April 1 that the Board of Trade can now offer joint venture terms to suitable groups participating, through their trade associations, in the Soviet specialized exhibitions. The official list of these exhibitions for 1971 has now been obtained, and is published below; this supersedes the partial list published on April 1. (The Foundry Equipment Exhibition has been postponed.)

As in the past, some firms may receive direct invitations to participate from the Soviet authorities. Other interested firms should inform their trade associations: and firms or trade associations should communicate with Mr. J. R. Schaffer, Fairs & Promotions Branch, Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7246) expressing their interest. These exhibitions are narrowly specialized and Soviet acceptance of a firm which wishes to exhibit, while normally forthcoming, is not automatic: the Soviet authorities require to know in detail what each firm proposes to exhibit.

Domestic equipment for passenger aircraft, complex of ground mechanisms and ground passenger services "Aviaservice-71", Moscow, March 16-26, 1971.

Equipment for passengers (fixed, removable, mobile) such as seats, individual ventilation and lighting panels, airborne film projectors, TV and radio sets, radio technical information systems in flight, interior trim; commissary/food service equipment, e.g., lifts, removable kitchen cabinets, boxes, food containers, hand-trucks, electro-heating devices and refrigerators; domestic equipment including fixed and removable wardrobes, cleaning devices for aircraft and sanitary places; means for mechanization of loading and unloading operations inside the aircraft: various equipment for transport and passenger aircraft, fastening facilities, winches, cranebeams, load and luggage containers and pallets; ground passenger services: information about free seats available and ticket registration, co-ordination services systems in airports, aircraft loading and balancing systems, TV systems for supervising booking offices and registration ticket places, automized booking systems, luggage sorting, transportation of documents and cargoes.; equipment for domestic shops in airports: high capacity washing machines, ice-generators, various scrap utilization facilities, samples of meal trays.

Cinematographic technology and equipment used to produce and present motion-picture films as well as to process films and photocopies — "Kinophototechnica-71", Moscow, May/June, 1971.

Film shooting equipment and devices; camera optics; camera cranes and dollies; lighting equipment for shooting; sound recording equipment; film editing equipment; printers; developing machines; colour film imbibition printing equipment; film prints control equipment; cleaning and film materials' restoration equipment; sub-titles printing equipment; sound re-recording and printing equipment; supplementary equipment for film processing and editing; projection equipment; light sources for projection and lighting engineering equipment; sound reproduction equipment; electrical power and energy distribution equipment; control-measuring equipment; supplementary equipment for cinema network; film distribution equipment; amateur photographic and cinematagraphic equipment.

Equipment for producing illuminated signs and advertisements and examples of such signs, Tbilisi, June, 1971.

Modern machines, equipment, apparatus and technological processes used for producing gas and illuminated sources of light as well as for producing special means of illuminated and decorative signs and advertisements:

Automatic and semi-automatic machines for producing cathodes; equipment for pumping out gas and illuminated tubes and filling them with inert gases; machines for processing and applying of luminous coatings; furnaces for burning out admixtures, annealing furnaces used for removing residual tension in glass; mercury dosemeters; gas burners and devices used for processing of tubular glass by fire and for glass shaping; thickness control devices, devices for even applying of luminous coatings, apparatus for control of residual tension in glass after fire processing; program switches for the attachments with illuminated and dynamic effects; mounting mechanisms and those used for the device operation at the height from 6 to 40 m.; devices and examples of static and dynamic illuminated signs as well as decorative advertisements based on new materials.

Modern equipment used in underground hydrotechnical construction (Hydropodzemstroi), Erevan, June, 1971.

Mechanisms and complete equipment for deep shaft excavation in mountains (hole boring, mucking); complete equipment and mechanisms for tunnel driving (mechanized driving units such as Robins gates, muckers of continuous action, underground excavators); high capacity portable pumps; underground transport (dumpers, dumptrucks, powered wagons); filters for explosion engines; movable platforms with muckers and cherry-pickers; high power fans; temporary lining and mechanisms for its installation; equipment for driving inclined water pipes into two directions – from top to bottom and back, transportation of workmen in underground conditions; projects of work organization on underground construction; equipment used for the research of rocks; building the lining of the underground constructions.

Rolling stock, Moscow Region, Scherbinka Station, July, 1971.

Demonstration of achievements of science and technique in designing and manufacturing of locomotives and railway cars:

Locomotives equipped with modern automatics and auxiliary mechanisms, devices for automatic control of skidding and its prevention, radio apparatus to secure synchronous action of several locomotives attached to one train, constructive solutions to increase guarantee working period of locomotives and engines; D/A electrical supply systems; high-power diesel locomotives, high-speed locomotives, high-power and high-speed electric locomotives; insulating and electro-conducting materials; electric and magnetic brake systems; special materials for brake-shoes; electric heating systems for passenger cars and automatic control; devices for automatic coupling, electric and air brake systems, refrigerators, air-conditioned systems for cars and locomotive cabins; pneumatic spring devices; car trucks and wheels for modern construction.

Modern park amusement equipment and theatre equipment, Moscow, August, 1971.

Modern amusement equipment:

Mechanized park amusements based on electronics; sport amusements; amusements for children; amusements of small sizes; movable entertainment facilities; winter amusement facilities.

Modern park equipment:

Automatic devices; announcement facilities; electric lighting and bias lighting, prefabricated open air theatres and show platforms; transportation facilities within park limits; cleaning equipment for parks; complete equipment for children's playground in parks.

Theatre and entertainment installations for open air theatres and park music-halls:

Electrical equipment; sound and acoustic equipment; technological equipment.

Modern technics for mechanization of work in vegetable cultivation, Exhibition of Economic Achievements of the USSR, Moscow, August, 1971.

Machines for cultivation and harvesting vegetables and melon cultures (drills and cultivators for sowing and treating vegetable and melon cultures, machines for chemization and plant protection in vegetable cultivation, tomato pick-up machines for pick-up of cabbages, carrots, table roots, onions, green peas; salads, cucumbers and melon cultures); machines and equipment for processing and storage of vegetables and melons (machines for drying and commodity treatment of onions, machines for drying, conserving and processing tomatoes to juices, machines for conserving cucumbers and green peas, equipment for preparation to storage and for storage of tomatoes, cabbages, and table roots, machines for commodity treatment of salads); machines and equipment for hothouses and hotbeds (hothouses and hotbeds of rational types, machines and equipment for plant setting, sowing and treatment in hothouses, equipment for automatic maintenance of microclimate in hothouses and hotbeds, building constructions of hothouses and hotbeds, machines used for vegetable cultivation under polyethylene covers).

Instruments for scientific research in the strength of materials and structures, Moscow, September-October, 1971.

Testing machines for static, repeated-static and cyclic load with different loading capacity; means of measuring loads and deformations (tensometric, optical, photooptical, moiré, roentgenoscopic, etc..); methods of treatment calculated and experimental information (densitometers, memory and printing devices, computing techniques, devices for diagram construction); means of revealing defects and cracks (betatrons, defectoscopes); means of structural investigations (photometers, densitometers, Roentgen microanalysers, apparatus for Roentgeno-structural analysis, optical instruments).

British stands at 1971 packaging exhibitions

THE INSTITUTE of Packaging will organize British combined stands at the following exhibitions in 1971:

40th AMA National Packaging Exposition, May 3-6, 1971, at McCormick Place, Chicago, United States.

Irish Packaging Exhibition, September 27-October 1, 1971, at the Royal Dublin Society, Ballsbridge, Dublin.

(PMMI Show), November 15-18, 1971, at Atlantic City, United States.

The combined stands will be organized with the support of the Board of Trade's joint venture scheme for overseas trade fairs which provides considerable financial assistance for British manufacturers of packaging machinery, materials and equipment wishing to exhibit.

To ensure that the Institute can obtain the amount of space required, firm applications for all three exhibitions must be made to the Institute on or before July 31, 1970. Applications must be made on the appropriate forms, which may be obtained, together with full details of the financial assistance available, from Mr. B. H. Goodman, Information and Public Relations Officer, The Institute of Packaging, Malcolm House, Empire Way, Wembley, Middlesex, HA9 ONJ (Tel. 01-902 8623).

Programme of TRADE PROMOTIONS, 1970-72

For technical reasons, it has not been possible to print the current Programme of Trade Promotions on the customary green paper.

This Programme of Trade Promotions is published as a supplement to the *Board of Trade Journal* in March, July and November; amendments and additions are given in the first issue of each interim month.

Section I lists overseas trade promotions over the next two years for which Board of Trade support is already being planned, or is under consideration. The information is necessarily brief, but further details can be obtained from the trade association or from the officer named against the event. (Tel. 01-248 5757).

Section II (Europe) and Section III (outside Europe) list a number of regular overseas trade fairs, some of which are also included in Section I. Section IV lists some United Kingdom trade fairs.

Fairs in this supplement are classified under the commodity groups below, definite dates being given when known or alternatively the month in which a fair is usually held.

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Fancy goods, jewellery and giftware
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Handicrafts
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment, including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Other specialized fairs

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit-making bodies and any general inquiries in connection with this Section not related to a specific event should be made to Fairs & Promotions Branch, Board of Trade, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7200).

SECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

(a) General Fairs—Page i

(b) Specialized Fairs—Page iii

(c) British Weeks and Store Promotions—Page xviii

(a) GENERAL FAIRS 1970

KOKKOLA, FINLAND:
Pohjanmaa Trade Fair – June 30-July 5, 1970
Official Information Stand manned by Representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

BOGOTA:
International Trade Fair – July 10-26, 1970
Official Information Stand manned by Representatives of the British Embassy, Bogota.
(Miss F. King, Ext. 7092)

JOENSUU, FINLAND:
Karjala Trade Fair – August 1-9, 1970
Official Information Stand manned by Representatives of the British Embassy, Helsinki.
(A. G. Pearson, Ext. 7207)

BRNO:
International Trade Fair – September 5-14, 1970
Joint venture with:
(i) The Scientific Instrument Manufacturers Association.
(ii) The Federation of Manufacturers of Construction Equipment.
(B. L. Banks, Ext. 7213)

BARI:
International Levant Fair – September 10-23, 1970
Official Information Stand manned by Representatives of the British Consulate, Bari.
(Miss F. King, Ext. 7092)

HELSINKI:
International Trade Fair – September 17-27, 1970
Official Information Stand manned by Representatives of the British Embassy, Helsinki, and joint ventures with:
(i) London Chamber of Commerce.
(ii) Birmingham Engineering and Building Centre.
(iii) British National Export Council.
(iv) British Compressed Air Society.
(A. G. Pearson, Ext. 7207)

PLOVDIV:
International Fair – September 20-29, 1970
The Board of Trade will organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

NAIROBI:
Nairobi Show – September 29-October 3, 1970
Joint venture with the Agricultural Engineers Association.
(K. R. Timmins, Ext. 7104)

BUCHAREST:
International Trade Fair – October 13-24, 1970
The Board of Trade will organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

BUENOS AIRES:
British Industrial Exhibition (BA 70) – November 5-15, 1970
All British Fair organised by Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

1971

ACCRA:
International Trade Fair – February 1-14, 1971
The Board of Trade may organize a British Pavilion at this event.
(K. R. Timmins, Ext. 7104)

FRANKFURT:
International Spring Fair – February 28-March 4, 1971
Joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) Federation of British Umbrella Manufacturers.
(v) British Jewellery and Giftware Federation.
(K. J. C. Edgington, Ext. 7201)

CAGLIARI:
Sardinian International Samples Fair – March, 1971
Official Information Stand manned by Representatives of the British Vice-Consulate, Cagliari.
(Miss F. King, Ext. 7092)

JOHANNESBURG:
Rand Easter Show – March/April, 1971
Joint ventures with appropriate trade associations.
(K. R. Timmins, Ext. 7104)

MILAN:
International Samples Fair – April 14-25, 1971
Official Information Stand manned by Representatives of the British Consulate General, Milan.
(Miss F. King, Ext 7092)

TOKYO:
International Trade Fair – April 16-May 5, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

HANOVER:
Hanover Fair – April 22-30, 1971
Official Information Office and joint ventures with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) Business Equipment Trades Association.
(iii) British Stationery & Office Equipment Association.
(iv) Lighting Industry Federation.
(v) Electronic Components Centre (Great Britain) Ltd.
(vi) Engineering and Building Centre, Birmingham.
(vii) Association of Hydraulic Equipment Manufacturers.
(viii) British Compressed Air Society.
(ix) Machine Tool Trades Association.
(x) British Pottery Manufacturers Federation.
(xi) British Jewellery & Giftware Federation.
(xii) British Artmetal Manufacturers Export Group.
(Miss E. J. Slegg, Ext. 7080)

ZAGREB:
International Spring Fair – April 1971
Joint venture with appropriate trade associations.
(B. L. Banks, Ext. 7213)

GOTHENBURG:
International Trade Fair – May 7-16, 1971
Joint venture with the appropriate Trade Association.
(Miss J. M. Coker, Ext. 308)

BUDAPEST:
International Trade Fair – May 1971
The Board of Trade may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

LILLE:
International Trade Fair – May 1971
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

PADUA:
International Samples Fair – May/June 1971
Official Information Stand manned by Representatives of the British Consulate, Venice.
(Miss F. King, Ext. 7092)

VANCOUVER:
Fifth British Columbia International Trade Fair – June 2-12, 1971
The Board of Trade may organize a British Pavilion at this event.
(Miss G. Adams, Ext. 7204)

LISBON:
International Trade Fair – June 1971
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

POZNAN:
International Fair – June 1971
The Board of Trade may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

SYDNEY:
International Trade Fair – August 13-22, 1971
Joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

WELLINGTON:
International Trade Fair – August 18-September 4, 1971
The Board of Trade may organize a British Pavilion at this event.
(Mrs. I. M. Janzen, Ext. 7093)

BRNO:
International Trade Fair – September 1971
Joint venture with appropriate trade associations.
(B. L. Banks, Ext. 7213)

PLOVDIV:
International Fair – September 1971
The Board of Trade may organize a British Pavilion at this event.
(B. L. Banks, Ext. 7213)

BARI:
International Levant Fair – September 1971
Official Information Stand manned by Representatives of the British Consulate, Bari.
(Miss F. King, Ext. 7092)

METZ:
International Trade Fair – September-October 1971
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

PARAMARIBO:
Surinam Trade Fair – September-October 1971
Official Information Stand manned by Representatives of the British High Commission, Georgetown.
(Miss F. King, Ext. 7092)

MARSEILLES:
International Trade Fair – September-October 1971
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

1972

FRANKFURT:
International Spring Fair – February 1972
Joint ventures with:
(i) Piano Manufacturers Association.
(ii) Association of Musical Instrument Industries.
(iii) British Stationery and Office Equipment Association.
(iv) British Jewellery and Giftware Federation.
(v) Federation of British Umbrella Manufacturers.
(K. J. C. Edgington, Ext. 7201)

CAGLIARI:
Sardinian International Samples Fair – March 1972
Official Information Stand manned by Representatives of the British Vice-Consulate, Cagliari.
(Miss F. King, Ext. 7092)

MILAN:
International Samples Fair – April 14-25, 1972
Official Information Stand manned by Representatives of the British Consulate General, Milan.
(Miss F. King, Ext. 7092)

HANOVER:
Hanover Fair – April 1972
Official Information Office and joint ventures with:
(i) British Electrical and Allied Manufacturers Association.
(ii) Business Equipment Trade Association.
(iii) Lighting Industry Federation.
(iv) British Stationery & Office Equipment Association.

How the Board of Trade can help you to promote your goods overseas

In 1969 the Board of Trade provided practical help to some 5,600 British firms to exhibit at some 263 trade fairs in 50 different countries; to two major British Weeks and to six British Shopping Weeks; and to 68 store promotions.

The Board of Trade helps British firms to promote their goods overseas in the following ways.

JOINT VENTURES

Under its Joint Venture Scheme the Board of Trade provides free space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, the Board pays up to half the cost of translating firms' sales literature for distribution at the event and, in the case of joint ventures held outside Western Europe, half the return tourist air fares (75 per cent for events in California) of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event.

BRITISH PAVILIONS

At some overseas trade fairs, usually those where participation is organized on a national basis, the Board organizes British Pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British Pavilion are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of translating sales literature, of representatives' travel (provided the event is held outside Western Europe) and of returning unsold exhibits.

INFORMATION STANDS

At the more important trade fairs, especially in Western Europe, the Board provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

BRITISH WEEKS

British Weeks are organized and financed by the Board of Trade in conjunction with the appropriate area organization of the British National Export Council. They are major promotions of British consumer and consumer durable goods at the point of sale in a selected city overseas. The aim is to develop sales direct to customers through every suitable shop or other retail outlet in a selected area of a chosen city. Capital equipment manufacturers also take advantage of the favourable atmosphere created during these events.

BRITISH SHOPPING WEEKS

These are organized by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The Board of Trade may provide display material, arrange supporting events and may help individual stores to arrange special features.

STORE PROMOTIONS

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The Board of Trade assists the store by providing display material and by arranging for special supporting features to be sent out either wholly or partly at the store's expense.

(v) Electronic Components Centre (Great Britain) Ltd.
(vi) Engineering & Building Centre, Birmingham.
And other appropriate trade associations.
(Miss E. J. Slegg, Ext. 7080)

GOTHENBURG:
International Trade Fair – May 1972
Joint venture with appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

PADUA:
International Samples Fair – May-June 1972
Official Information Stand manned by Representatives of the British Consulate, Venice.
(Miss F. King, Ext. 7092)

HELSINKI:
International Trade Fair – September 1972
Joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

(b) SPECIALIZED FAIRS

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

MADRID:
World Poultry Congress and Exhibition – September 5-15, 1970
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 7092)

1971

TORONTO:
Farm and Industrial Equipment Show – January 27-30, 1971
Joint venture with Agricultural Engineers Association.
(Miss G. Adams, Ext. 7204)

PARIS:
International Agricultural Machinery Exhibition – March 9-14, 1971
Joint venture with Agricultural Engineers Association.
(Miss D. Wilmot, Ext. 7211)

VERONA:
International Agricultural Fair – March 1971
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

PARIS:
International Agricultural Exhibition – March 1971
Joint venture with British Agricultural Export Council.
(Miss D. Wilmot, Ext. 7211)

NOVI SAD:
International Agricultural Fair – May 1971
Joint venture with appropriate trade associations.
(B. L. Banks, Ext. 7213)

SANTAREM:
Ribatejo Agricultural Fair – June 6-20, 1971
Joint venture with the British Agricultural Export Council.
(Miss F. King, Ext. 7092)

JONKOPING:
European Agricultural and Industrial Fair (ELMIA) – June 1971
Joint venture with appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

SANTA CRUZ:
Agricultural, Animal, Industrial and Commercial Exhibition – September 1971
Official Information Stand manned by Representatives of the British Embassy, La Paz.
(Miss F. King, Ext. 7092)

COPENHAGEN:
International Agricultural Machinery Fair (AGRIMA) – December 1971
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

1972

PARIS:
International Agricultural Machinery Exhibition – March 1972
Joint venture with Agricultural Engineers Association.
(Miss D. M. Wilmot, Ext. 7211)

JONKOPING:
European Agricultural and Industrial Fair (ELMIA) – June 1972
Joint venture with appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

SANTA CRUZ:
Agricultural, Animal, Industrial and Commercial Exhibition – September 1972
Official Information Stand manned by Representatives of the British Embassy, La Paz.
(Miss F. King, Ext. 7092)

Aircraft and Aeronautical Equipment

1970

AMSTERDAM:
International Airport Equipment and Services Exhibition – June 29-July 4, 1970
Joint ventures with:
(i) The London Chamber of Commerce.
(ii) The British Airport Construction and Equipment Association.
(T. E. Kerfoot, Ext. 7011)

1971

PARIS:
International Aeronautics and Space Exhibition – May 27-June 6, 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

TOKYO:
Aerospace Show – October 29-November 3, 1971
Joint venture with appropriate trade associations
(Mrs. I. M. Janzen, Ext. 7093)

TURIN:
International Aerospace Show – June 1972
Joint venture with the Society of British Aerospace Companies.
(Miss F. King, Ext. 7092)

Books and Periodicals

1970

FRANKFURT:
International Book Fair – September 24-29, 1970
A joint venture with the Publishers Association.
(Miss E. J. Slegg, Ext. 7080)

LOS ANGELES:
Seventh California Antiquarian Book Fair – October 14-17, 1970
Joint venture with the Antiquarian Booksellers Association.
(C. J. Mather, Ext. 265)

MEXICO CITY:
Display of British Paperback Books – November, 1970
Joint venture with the Publishers Association.
(Miss F. King, Ext. 7092)

1971

BRUSSELS:
International Book Fair – March, 1971
Joint venture with the Publishers Association.
(T. E. Kerfoot, Ext. 7011)

SINGAPORE:
International Book Fair – April 2-7, 1971
Joint venture with the Publishers' Association.
(Mrs. I. M. Janzen, Ext. 7093)

BOLOGNA:
International Book Fair for Children and Youth – April, 1971
Trade Information Stand manned by the Publishers Association.
(Miss F. King, Ext. 7092)

WARSAW:
International Book Fair – May, 1971
Joint venture with appropriate trade association.
(B. L. Banks, Ext. 7213)

FRANKFURT:
International Book Fair – September/October, 1971
Joint venture with the Publishers Association.
(Miss E. J. Slegg, Ext. 7080)

BRUSSELS:
International Book Fair – March, 1972
Joint venture with the Publishers Association.
(T. E. Kerfoot, Ext. 7011)

BOLOGNA:
International Book Fair for Children and Youth – April, 1972
Trade Information Stand manned by the Publishers Association.
(Miss F. King, Ext. 7092)

Building, Public Works and Construction Equipment

1970

JOHANNESBURG:
South African Building Exhibition – August 5-13,1970
Joint venture with the Building Materials Export Group.
(K. R. Timmins, Ext. 7104)

TORONTO:
International Building Show – October 6-9, 1970
Joint venture with the Building Materials Export Group.
(Miss G. Adams, Ext. 7204)

TORONTO:
Construction Show – December 7-10, 1970
Joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

1971

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – February 20-28, 1971
Joint venture with the Building Materials Export Group.
(T. E. Kerfoot, Ext. 7011)

COPENHAGEN:
Building for Billions – March 26-April 4, 1971
Joint venture with the Building Materials Export Group.
(R. J. Ager, Ext. 7205)

UTRECHT:
International Building Exhibition – April 1-8, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

STOCKHOLM:
Transport Exhibition – April 19-24, 1971
Joint venture with the Birmingham Engineering and Building Centre.
(Miss J. M. Coker, Ext. 308)

HELSINKI:
Scandinavian Building Congress – June 8-14, 1971
Joint venture with the Building Materials Export Group.
(A. G. Pearson, Ext. 7207)

MOSCOW:
International Exhibition of Building Materials and Equipment (Stroimaterialy) – September 8-22, 1971
The Board of Trade may organize a British Pavilion at the event.
(J. R. Schaffer, Ext. 7246)

BOLOGNA:
International Building Exhibition – October, 1971
Joint ventures with appropriate trade associations.
(Miss F. King, Ext. 7092)

PARIS:
International Building Exhibition (BATIMAT) – November, 1971
Joint ventures with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

1972

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU) – February 5-13, 1972
Joint venture with the Building Materials Export Group.
(Miss E. J. Slegg, Ext. 7080)

BRUSSELS:
International Building Materials and Accessories Exhibition (BATIMENT) – March, 1972
Joint venture with the Building Materials Export Group.
(T. E. Kerfoot, Ext. 7011)

Chemicals and Allied Industries including Plastics

1970

AMSTERDAM:
European Exhibition for Petroleum Technology (PETROTECH) – September 1-5, 1970
Joint venture with the Council of British Manufacturers of Petroleum Equipment.
(T. E. Kerfoot, Ext 7011)

MOSCOW:
International Chemistry Exhibition – September 10-24, 1970
The Board of Trade will organize a British Pavilion at this event.
(All space taken, reserve list in operation.)
(J. R. Schaffer, Ext. 7246)

CHICAGO:
National Chemical Exposition – September 15-18, 1970
Joint ventures with appropriate trade associations.
(P. J. Dring, Ext. 7097)

UTRECHT:
International Plastics Exhibition (MACROPLASTIC) – October 29-November 5, 1970
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext 7011)

1971

PARIS:
International Chemical Exhibition – April 19-25, 1971
Joint ventures with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

TULSA:
International Petroleum Show – May 15-23, 1971
Joint venture with Council of British Manufacturers of Petroleum Equipment.
(Miss G. Adams, Ext. 7204)

OYONNAX:
International Exhibition of Plastics and Optical Materials – May, 1971
Joint ventures with appropriate trade association
(R. J. Ager, Ext. 7205)

DUSSELDORF:
6th International Fair for the Plastics Industry (KUNSTOFFE) – September 16-23, 1971
Joint venture with British Plastics Federation.
(Miss H. McKinlay, Ext. 7203)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (MACHEVO) – October, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext 7011)

CHICAGO:
National Plastics Exposition – November, 1971
Joint ventures with appropriate trade associations.
(P. J. Dring, Ext. 7097)

1972

OSAKA:
Japan Plastics Fair (JAPAN PLAS) 1972
Joint ventures with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Clothing

1970

COLOGNE:
International Men's Fashion Week – August 28-30, 1970
Joint ventures with:
(i) Clothing Manufacturers Federation.
(ii) British Menswear Guild.
(S. Bickel, Ext. 7216)

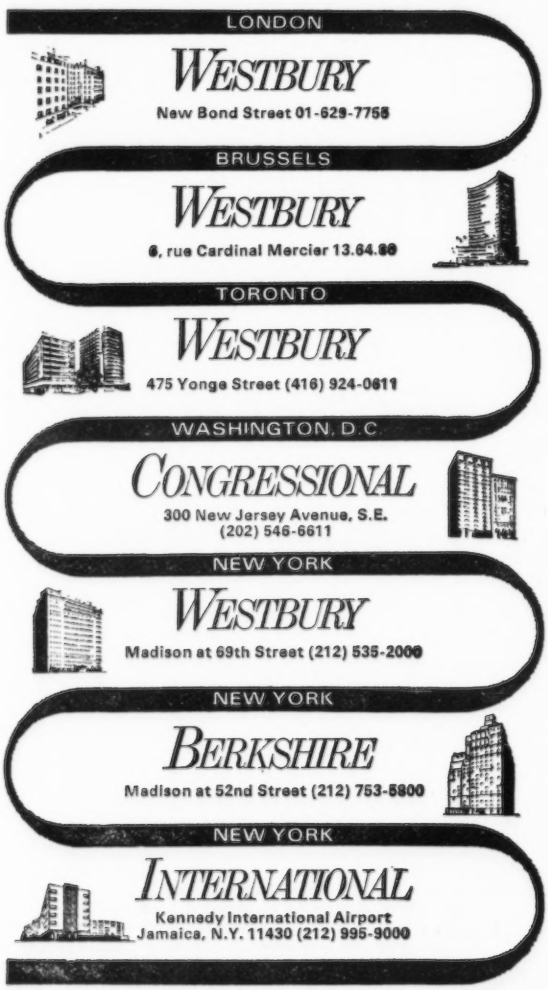
TURIN:
International Fashion Trade Fair (SAMIA) – September 11-14, 1970
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 7092)

TORONTO:
Display of British Womanswear – September 12-18, 1970
Joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

KNOTT HOTELS

Choose the best... on either side of the Atlantic

The renown of Knott Hotels is world-wide... for personal attention, for luxurious accommodation, for the finest in food and drink. Specify a Knott Hotel next time you travel.



LONDON RESERVATION OFFICE
WESTBURY
01-629 7755

KNOTT HOTELS CORPORATION • 575 MADISON AVE, NEW YORK, N. Y. 10022

LOS ANGELES:
Display of British Womenswear – September 15-19, 1970
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

MONTREAL:
Display of British Womenswear – September 18-25, 1970
Joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

SAN FRANCISCO
Display of British Womenswear – September 21-26, 1970
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

COPENHAGEN:
Fashion Fair – September 26-29, 1970
Joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

MUNICH:
International Fashion Week – October 4-8, 1970
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

COLOGNE:
International Fair for the Child – October 16-18, 1970
Joint venture with:
(i) British Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext 7203)

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing – October 17-22, 1970
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

VIENNA:
Ladies' Fashion Show – October 11-14, 1970
Joint venture with the Clothing Export Council.
(K. R. Timmins, Ext. 7104)

NEW YORK:
National Association Men's Sportswear Buyers (NAMSB) – October 18-21, 1970
Joint venture with the Clothing Export Council.
(H. Gladwell, Ext. 318)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October 25-29, 1970
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

1971

NEW YORK:
CEC Menswear Display – January, 1971
Joint venture with Clothing Export Council (CEC).
(H. Gladwell, Ext. 318)

NEW YORK:
National Children's Wear Association Display of British Children's Wear – January, 1971
Joint venture with National Children's Wear Association.
(H. Gladwell, Ext. 318)

PARIS:
Knitting Industries Exhibition – February 13-16, 1971
Joint venture with British Hosiery & Knitwear Export Group.
(Miss D. Wilmot, Ext. 7211)

COPENHAGEN:
International Men's Fashion Fair – February 14-16, 1971
Joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

TURIN:
International Fashion Trade Fair (SAMIA) – February, 1971
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 7092)

PARIS:
European Menswear Exhibition – February 1971
Joint ventures with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Fair for the Child – March 19-21, 1971
Joint ventures with:
(i) British Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss M. McKinlay, Ext. 7203)

TORONTO:
Display of British Menswear – March 28-31, 1971
Joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

COPENHAGEN:
Fashion Fair – March 1971
Joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

MONTREAL:
Display of British Menswear – April 2-6, 1971
Joint venture with the Clothing Export Council.
(Miss G. Adams, Ext. 7204)

VIENNA:
Ladies Fashion Show – April 12-15, 1971
Joint venture with the Clothing Export Council.
(K. R. Timmins, Ext. 7104)

MUNICH:
International Fashion Week – April 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing – April 1971
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Men's Fashion Week – August 1971
Joint ventures with:
(i) Clothing Manufacturers Federation of Great Britain.
(ii) British Menswear Guild.
(S. Bickel, Ext. 7216)

COPENHAGEN:
Fashion Fair – September 1971
Joint venture with the Clothing Export Council.
(R. J. Ager, Ext. 7205)

TURIN:
International Fashion Trade Fair (SAMIA) – September 1971
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 7092)

VIENNA:
Ladies Fashion Show – October 18-21, 1971
Joint venture with the Clothing Export Council.
(K. R. Timmins, Ext. 7104)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

COLOGNE:
International Fair for the Child – October 1971
Joint ventures with:
(i) British Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

MUNICH:
International Fashion Week – October 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

PARIS:
International Womens Ready-to-Wear Clothing – November 1971
Joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

1972

TURIN:
International Fashion Trade Fair – February 1972
Joint venture with the Clothing Export Council.
(Miss F. King, Ext. 7092)

PARIS:
International Menswear Exhibition – February 1972
Joint ventures with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

PARIS:
Knitting Industries Exhibition – February 1972
Joint venture with British Hosiery and Knitwear Export Group.
(Miss D. M. Wilmot, Ext. 7211)

COPENHAGEN:
International Men's Fashion Fair – February 1972
Joint ventures with appropriate trade associations.
(R. J. Ager, Ext. 7205)

COLOGNE:
International Fair for the Child – March 10-12, 1972
Joint ventures with:
(i) British Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

COPENHAGEN:
International Fashion Fair – March, 1972
Joint ventures with appropriate trade associations.
(R. J. Ager, Ext. 7205)

MUNICH:
International Fashion Week – April, 1972
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
International Fashion Fair (IGEDO) – April, 1972
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

PARIS:
International Exhibition of Women's Ready-to-wear Clothing (Pret-a-Porter) – April, 1972
Joint venture with Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Men's Fashion Week – August, 1972
Joint ventures with:
(i) British Menswear Guild.
(ii) Clothing Manufacturers Federation of Great Britain.
(S. Bickel, Ext. 7216)

MUNICH:
International Fashion Week – October, 1972
Joint venture with Clothing Export Council.
(Miss H. McKinley, Ext. 7203)

COLOGNE:
International Fair for the Child – October, 1972
Joint venture with:
(i) British Nursery Goods Association.
(ii) National Children's Wear Association.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October, 1972.
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

Display and Shop Equipment

1972

DUSSELDORF:
4th European Fair Modern Shopfitting and Display with Congress – February 23-27, 1972
Joint venture with the National Display Equipment Association.
(Miss H. McKinlay, Ext. 7203)

Engineering, Electrical and Electronic, including Radio and Television

1970

DUSSELDORF:
International Hi Fi Exhibition – August 21-30, 1970
Joint venture with Federation of British Audio.
(Miss H. McKinlay, Ext. 7203)

LOS ANGELES:
Western Electronic Show and Convention (WESCON) – August 25-28, 1970
Joint Venture with the Electronic Engineering Association.
(C. J. Mather, Ext. 265)

JOHANNESBURG:
Electrical, Electronic and Nucleonic Engineering Exhibition (Electra 70) – September 14-19, 1970
Joint ventures with:
(i) British Electrical and Allied Manufacturers Association.
(ii) British Nuclear Forum.
(K. R. Timmins, Ext. 7104)

COPENHAGEN:
Electronics, Automation and Instruments Exhibition – October 13-18, 1970
Joint venture with the Association of Public Address Engineers.
(R. J. Ager, Ext. 7205)

BOSTON:
North-East Electronics Research and Engineering Meeting ('NEREM 70') – November 4-6, 1970
Joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica) – November 5-11, 1970
Joint venture with the Electronic Components Board.
(K. J. C. Edgington, Ext. 7201)

CHICAGO:
National Electronics Conference and Exhibition – December 7-9, 1970
Joint venture with the London Chamber of Commerce.
P. J. Dring. Ext. 7097)

1971

GOTHENBURG:
Scandinavian Lighting Fair – January, 1971
Joint venture with Decorative Lighting Manufacturers and Distributors Association.
(Miss J. M. Coker, Ext. 308)

SYDNEY:
Control Electronics Telecommunications Instruments and Automation Exhibition (CETIA) – February 15-19, 1971
Joint venture with the London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

PARIS:
International Audiovisual & Communications Exhibition – February 1971
Joint venture with Industrial Council for Educational and Training Technology.
(Miss D. Wilmot, Ext. 7211)

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 9-13, 1971
Joint venture with the British Electrical and Allied Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

NEW YORK:
Institute of Electrical & Electronic Engineers – March 1971
Joint venture with Electronic Engineering Association.
(H. Gladwell, Ext. 318)

PARIS:
International Exhibition of Electronic Components – March-April 1971
Joint venture with the Electronic Components Board.
(Miss D. Wilmot, Ext. 7211)

CANNES:
International Television Programme Market (MIP T.V.) – April 1971
Joint venture with the Film Production Association of Great Britain.
(R. J. Ager, Ext. 7205)

BERLIN:
International Radio & Television Exhibition – August 27-September 5, 1971
Joint venture with the British Radio Equipment Manufacturers Association.
(Miss E. J .Slegg, Ext. 7080)

DETROIT:
Institute of Electrical and Electronic Engineers Conference and Exposition on Underground Distribution – September 27-30, 1971
Joint venture with the British Electrical and Allied Manufacturers Association.
(P. J. Dring, Ext. 7097)

AMSTERDAM:
International Radio and Television Exhibition (Firato) – September 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext 7011)

TORONTO:
International Electronics Exposition – October 4-7, 1971
Joint venture with London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

CHICAGO:
National Electronics Conference and Exhibition – October 18-20, 1971
A joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

TOKYO:
Fluid Power International Exhibition – October 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

HELSINKI:
TV and Radio Show – October/November 1971
Joint venturers with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

1972

GOTHENBURG:
Scandinavian Lighting Fair – January 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

TOKYO:
Japan Electronics Show – April 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

PARIS:
International Exhibition of Electronic Components – April 1972
Joint venture with Electronic Components Board.
(Miss D. M. Wilmot, Ext. 7211)

CANNES:
International Television Programme Market (MIP TV) – April 1972
Joint ventures with appropriate trade associations.
(R. J. Ager, Ext. 7205)

Engineering, Other

1970

SYDNEY:
International Engineering Exhibition – August 17-22, 1970
Joint ventures with:
(i) The British Pump Manufacturers Association
(ii) The British Compressed Air Society
(iii) The Association of Hydraulic Equipment Manufacturers
(iv) The London Chamber of Commerce.
(Mrs. I. M. Janzen, Ext. 7093)

HANOVER:
International Machine Tool Exhibition – September 6-15, 1970
A joint venture with the Machine Tool Trades Association
(Miss E. J. Slegg, Ext. 7080)

CHICAGO:
Production Engineering Show – September 22-October 2, 1970
Joint venture with appropriate trade association.
(P. J. Dring, Ext. 7097)

UTRECHT:
International Mechanical Handling Exhibition – October 7-15 1970
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext 7011)

HAMBURG:
International Marine Engineering Exhibition – October 8-12, 1970
Joint venture with British Marine Equipment Council.
(Miss H. McKinlay, Ext. 7203)

STOCKHOLM:
Technical Fair – October 9-15, 1970
Joint ventures with:
(i) The London Chamber of Commerce
(ii) The Building Materials Export Group.
(Miss J. M. Coker, Ext. 308)

HELSINKI:
British Engineering Week – October 12-16, 1970
Joint venture with London Chamber of Commerce.
(A. G. Pearson, Ext. 7207)

CLEVELAND:
Materials Engineering Exposition – October 19-22, 1970
Joint venture with the Welding Institute.
(P. J. Dring, Ext. 7097)

OSAKA:
Japan International Machine Tool Fair – October 28-November 8, 1970
Joint venture with the Machine Tool Trades Association.
(Mrs. I. M. Janzen, Ext. 7093)

ZURICH:
International Hydraulics and Pneumatics Exhibition – October 29-November 3, 1970
Joint ventures with:
(i) The Association of Hydraulic Equipment Manufacturers
(ii) The British Compressed Air Society.
(T. E. Kerfoot, Ext. 7011)

PRAGUE:
British Engineering Week – November 16-20, 1970
Joint venture with the London Chamber of Commerce.
(B. L. Banks, Ext. 7213)

VIENNA:
International Exhibition of Vending Machinery and International Congress of Vending (INCOMAT) – November 17-19, 1970
Joint venture with Automatic Vending Association of Britain.
(K. R. Timmins, Ext. 7104)

JOHANNESBURG:
Machine Tools and Mechanical Engineering Exhibition – November 23-28, 1970
Joint venture with Machine Tool Trades Association.
(K. R. Timmins, Ext. 7104)

1971

OSLO:
British Engineering Week – 1971
A joint venture with the London Chamber of Commerce.
(R. J. Ager, Ext. 7205)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (MICROTECNIC) – January 28-February 2, 1971
Joint venture with the Gauge and Tool Makers Association.
(T. E. Kerfoot, Ext. 7011)

DUBLIN:
World Fishing Exhibition – March 24-30, 1971
Joint venture with British Internal Combustion Manufacturers Association
(K. R. Timmins, Ext. 7104)

HOUSTON:
16th Annual International Gas Turbine Conference and Products Show – March 28-April 1, 1971
Joint venture with the British Electrical and Allied Manufacturers Association.
(Miss G. Adams, Ext. 7204)

TOKYO:
4th Advanced Imported Woodworking Machinery Exhibition – March 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

WARSAW:
British Exhibition of Precision Tools and Gauges – March 1971
Joint venture with the Gauge and Tool Manufacturers Trade Association.
(B. L. Banks, Ext. 7213)

PHILADELPHIA:
Society of Mechanical Engineers Material Engineering Conference and Tool Exhibition (SME) – April 26-30, 1971
Joint venture with Machine Tool Trades Association.
(Miss G. Adams, Ext. 7204)

TOKYO:
British Capital Goods Exhibition – April 1971
Joint ventures with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

BASLE:
International Water Sewage and Air Purification Exhibition (PRO-AQUA) – June 8-12, 1971
Joint venture with the London Chamber of Commerce.
(T. E. Kerfoot, Ext. 7011)

MOSCOW:
British Exhibition of Machine Tools – July 22-August 2, 1971
Joint venture with the Machine Tool Trades Association.
(J. R. Schaffer, Ext. 7246)

HELSINKI:
International Technical Fair – September 14-18, 1971
Joint ventures with:
(i) London Chamber of Commerce
(ii) Birmingham Chamber of Commerce and Industry
(iii) Other appropriate trade associations.
(A. G. Pearson, Ext. 7207)

DETROIT:
Materials Engineering Exposition – October 18-20, 1971
Joint venture with the appropriate trade association.
(P. J. Dring, Ext. 7097)

OSAKA:
Japan Electronics Show – October 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

PARIS:
International Hydraulics and Compressed Air Exhibition – October 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (Fluid 71) – October 1971
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

STOCKHOLM:
Technical Fair – October 1971
Joint ventures with the appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

1972

TOKYO:
5th Advanced Imported Woodworking Machinery Exhibition – March 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

ZURICH:
Swiss Driving Power Techniques Exhibition – March 1972
Joint venture with the British Gear Manufacturers Association
(T. E. Kerfoot, Ext. 7011)

OSAKA:
Inter Engineering – April 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

MALMO:
Mechanical Industries Fair (MEKANIK 72) – April 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

TORONTO:
National Industrial Production Show – May 8-12, 1972
Joint venture with:
(i) Machine Tool Trades Association
(ii) Gauge and Tool Makers Association and other appropriate trade associations.
(Miss G. Adams, Ext. 7204)

SYDNEY:
International Engineering Exhibition – August 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

STOCKHOLM:
Technical Fair – October 1972
Joint ventures with the appropriate trade associations.
(Miss J. M. Coker, Ext. 308)

TOKYO:
Japan International Machine Tool Fair – October/November 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

ZURICH:
International Hydraulics and Pneumatics Exhibition – November 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

Fancy Goods, Jewellery and Giftware

1970

NEW YORK:
International Jewellery Trade Show – July 26-29, 1970
Joint venture with the British Jewellery and Giftware Federation Ltd.
(H. Gladwell, Ext. 318)

LOS ANGELES:
Pacific Jewellery Show – August 16-18, 1970
Joint venture with British Jewellery and Giftware Federation Ltd.
(C. J. Mather, Ext. 265)

1971

SYDNEY:
International Gift Trade Fair – February 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

MILAN:
International Fancy Goods Stationery and Giftware Exhibition Chi-Bi-Car – February 1971
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate trade associations.
(Miss F. King, Ext. 7092)

NEW YORK:
International Jewellery Trade Show – July 1971
Joint venture with British Jewellery and Giftware Federation Ltd.
(H. Gladwell, Ext. 318)

1972

MILAN:
International Fancy Goods Stationery and Giftware Exhibition Chi-Bi-Car – February 1972
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate trade associations.
(Miss F. King, Ext. 7092)

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

LOS ANGELES:
Pacific Fine Foods and Beverage Fair – July 12-15, 1970
Joint venture with the British Food Export Council.
(C. J. Mather, Ext. 265)

NEW YORK:
National Fancy Food and Confection Show – August 30-September 2, 1970
A joint venture with the British Food Export Council.
(H. Gladwell, Ext. 318)

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST 70) – November 2-6, 1970
Joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

PARIS:
International Food Exhibition (SIAL) – November 9-15, 1970
Joint venture with the British Food Export Council.
(Miss D. Wilmot, Ext. 7211)

HELSINKI:
Food Fair – November 11-15, 1970
Joint venture with London Chamber of Commerce.
(A. G. Pearson, Ext. 7207)

1971

TORONTO:
Canadian Restaurant Association Show – April 25-28, 1971
Joint venture with appropriate trade association.
(Miss G. Adams, Ext. 7204)

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits – April 1971
Joint venture with British Food Export Council.
(Miss D. Wilmot, Ext. 7211)

BERLIN:
International Bakery Exhibition (IBA) – May 8-16, 1971
Joint venture with the Bakery Equipment Manufacturers Society.
(Miss E. J. Slegg, Ext. 7080)

MOSCOW:
International Exhibition of Modern Equipment for Trade and Public Catering Establishments (INTORGMASH) – May 26-June 9, 1971
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

DUBLIN:
Irish International Food and Drink Fair – September 4-11, 1971
Joint venture with London Chamber of Commerce.
(K. R. Timmins, Ext. 7104)

MUNICH:
International Brewery and Beverage Machinery Exhibition (INTERBRAU) – September 13-18, 1971
Joint ventures with:
(i) The Brewery and Bottling Engineers Association
(ii) Allied Brewery Traders Association.
(K. J. C. Edgington, Ext. 7201)

MALMO:
5th International Hotel and Restaurant Show (RESTA V) – September 29-October 2, 1971
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

NEW YORK:
National Fancy Food and Confection Show – September 1971
Joint venture with British Food Export Council.
(H. Gladwell, Ext. 318)

COLOGNE:
International Fine Foods and Provisions Exhibition (ANUGA) – October 1971
Joint venture with British Food Export Council.
(S. Bickel, Ext. 7216)

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST 71) – October/November 1971
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

BASLE:
International Hotel and Catering Exhibition (IGEHO) – November 17-23, 1971
Joint venture with the London Chamber of Commerce
(T. E. Kerfoot, Ext. 7011)

1972

PARIS:
International Exhibition of Confectionerey, Chocolate and Biscuits (INTERSUC) – April 1972
Joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST 72) – October/November 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

Footwear

1970

CHICAGO:
National Shoe Fair – August 29-September 2, 1970
Joint venture with the British Footwear Manufacturers Federation.
(P. J. Dring, Ext. 7097)

LOS ANGELES:
West Coast Shoe Travellers Show – September 20-23, 1970
Joint venture with the British Footwear Manufacturers Federation.
(C. J. Mather, Ext. 265)

DUSSELDORF:
European Footwear Samples Display Gardens (GDS) – September 26-28, 1970
Joint venture with British Footwear Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

MONTREAL:
Shoe Fair – September 27-29, 1970
Joint venture with British Footwear Manufacturers Federation.
(Miss G. Adams, Ext. 7204)

1971

NEW YORK:
National Shoe Fair – March 1971
Joint venture with Federation of British Footwear Manufacturers.
(H. Gladwell, Ext. 318)

DUSSELDORF:
European Footwear Samples Display (GDS) – April 1971
Joint venture with British Footwear Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
European Footwear Samples Display (GDS) – September 1971
Joint venture with British Footwear Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

1972

DUSSELDORF:
European Footwear Samples Display (GDS) – April 1972
Joint venture with British Footwear Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
European Footwear Samples Display (GDS) – September 1972
Joint venture with British Footwear Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

Furniture, Furnishings, Household Equipment and Hardware

1970

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August 27-30, 1970
Joint venture with the British Carpets Export Promotion Council.
(Miss J. M. Coker, Ext. 308)

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 5-8, 1970
Joint venture with the British Art Metal Manufacturers Export Group.
(Miss F. King, Ext. 7092)

BASLE:
International Hardware Fair (INTERFEREX) – September 6-8, 1970
Joint venture with the Hardware Manufacturers Association.
(T. E. Kerfoot, Ext. 7011)

COLOGNE:
International Household Goods and Hardware Fair – September 13-15, 1970
Joint venture with:
(i) British Artmetal Manufacturers Export Group
(ii) Federation of British Horticultural Exporters.
(S. Bickel, Ext. 7216)

LYONS:
International Furniture and Furnishing Accessories Exhibition (MEUROPAM and PROMEUROPAM) – October 3-6, 1970
Joint ventures with:
(i) The British Carpet Manufacturers Federation
(ii) British Furniture Manufacturers Federation.
(R. J. Ager, Ext. 7205)

NEW YORK:
National Hardware Show – October 12-15, 1970
Joint venture with Federation of British Horticultural Exporters.
(H. Gladwell, Ext. 318)

TORONTO:
National Interior Design Show – November 12-14, 1970
Joint venture with British Carpets Promotion Council.
(Miss G. Adams, Ext. 7204)

1971

NEW YORK:
International Home Furnishings Fair – January 10-14, 1971
Joint venture with British Furniture Manufacturers Export Club.
(H. Gladwell, Ext. 318)

TORONTO:
Floor Covering Show – January 11-16, 1971
Joint venture with British Carpets Promotion Council.
(Miss G. Adams, Ext. 7204)

PARIS:
International Carpet and Floor Covering Exhibition – January 1971
Joint venture with the Federation of British Carpet Manufacturers.
(Miss D. Wilmot, Ext. 7211)

PARIS:
International Furniture Exhibition – January 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

TORONTO:
Canadian Hardware Show – February 1971
Joint venture with Hardware Manufacturers Association.
(Miss G. Adams, Ext. 7204)

COLOGNE:
International Household Goods and Hardware Fair – February 1971
Joint ventures with:
(i) British Artmetal Manufacturers Export Group
(ii) Association of Manufacturers of Domestic Electrical Appliances
(iii) Federation of British Horticultural Exporters
(iv) British Hand Tool Manufacturers Association
(v) Engineering and Building Centre, Birmingham
(vi) Hardware Manufacturers Association
(vii) United Kingdom Cutlery and Silverware Association.
(S. Bickel, Ext. 7203)

ST. GALLEN:
International Antique Reproductions Exhibition (KOPANTIQUA) – June 7-9, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

COLOGNE:
International Fair of Accessories and Materials Used for Wood Working, Furniture, Upholstery, Mattresses, Houseship, Vehicle and Light Constructional Building (INTERZUM) – June 1971
Joint venture with appropriate trade associations.
(S. Bickel, Ext. 7216)

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August 1971
Joint venture with the Federation of British Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

COLOGNE:
International Household Goods and Hardware Fair – September 1971
Joint ventures with:
(i) British Artmetal Manufacturers Export Group
(ii) Federation of British Horticultural Exporters.
(S. Bickel, Ext. 7216)

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 1971
Joint venture with the British Artmetal Manufacturers Export Group and other appropriate associations.
(Miss F. King, Ext. 7092)

LYONS:
International Furniture and Furnishing Accessories Exhibition (MEUROPAM and PROMFUROPAM) – October 1971
Joint ventures with:
(i) The British Carpet Manufacturers Federation
(ii) British Furniture Manufacturers Federation.
(R. J. Ager, Ext. 7205)

UTRECHT:
International Furniture Exhibition – November 1971
Joint venture with the British Furniture Manufacturers Federated Associations.
(T. E. Kerfoot, Ext. 7011)

1972

COLOGNE:
International Furniture Fair – January 1972
Joint venture with British Furniture Manufacturers Federation.
(Miss H. McKinlay, Ext. 7203)

PARIS:
International Carpet and Floor Covering Exhibition – January 1972
Joint venture with the Federation of British Carpet Manufacturers
(Miss D. Wilmot, Ext. 7211)

COLOGNE:
International Household Goods and Hardware Fair – February 1972
Joint ventures with.
(i) Association of Manufacturers of Domestic Electrical Appliances.
(ii) British Artmetal Manufacturers Export Group.
(iii) Federation of British Tool Manufacturers
(iv) Federation of British Horticultural Exporters.
(v) Engineering and Building Centre, Birmingham.
(vi) Hardware Manufacturers Association.
(vii) United Kingdom Cutlery and Silverware Association.
(S. Bickel, Ext. 7216)

STOCKHOLM:
Carpet Exhibition (GOLVEX) – August 1972
Joint venture with the Federation of British Carpet Manufacturers.
(Miss J. M. Coker, Ext. 308)

COLOGNE:
International Household Goods and Hardware Fair – September 1972
Joint ventures with:
(i) Federation of British Horticultural Exporters.
(ii) British Artmetal Manufacturers Export Group.
(S. Bickel, Ext. 7216)

BASLE:
International Hardware Fair (INTERFEREX) – September 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

Heating and Ventilating

1971

UTRECHT:
International Heating, Refrigeration and Air Conditioning Exhibition – February 16-20, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment – March 31-April 4, 1971
Joint venture with appropriate trade associations.
(K. F. C. Edgington, Ext. 7201)

HELSINKI:
International Heating, Plumbing and Air Conditioning Exhibition – May 1971
Joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

Hospital, Medical, Surgical and Dental Equipment

1970

PRAGUE:
International Exhibition of Anaesthetic Apparatus and Equipment (ANAESTHESIOLOGY) – August 31-September 4, 1970
Joint venture with the British Hospitals Export Council.
(B. L. Banks, Ext. 7213)

CANBERRA:
Anaesthesiologists Conference – September 19-23, 1970
Joint venture with the British Hospitals Export Council.
(Mrs. I. M. Janzen, Ext. 7093)

SYDNEY:
International Hospital Equipment Exhibition (HOSPEX 70) – September 28-October 2, 1970
Joint venture with the British Hospitals Export Council.
(Mrs. I. M. Janzen, Ext. 7093)

LAS VEGAS:
American Academy of Ophthalmology and Otolaryngology – October 5-9, 1970
Joint venture with the Guild of British Dispensing Opticians.
(C. J. Mather, Ext. 265)

NEW YORK:
Annual Meeting of American Society of Anaesthesiologists – October 19-21, 1970
Joint venture with British Surgical Export Group.
(H. Gladwell, Ext. 318)

VIENNA:
3rd International Trade Exhibition of Medical and Hospital Equipment (IFAS) – October 21-25, 1970
Joint venture with the London Chamber of Commerce.
(K. R. Timmins, Ext. 7104)

HELSINKI:
Physicians Days – November 15-20, 1970
Joint venture with Association of the British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

1971

BASLE:
International Fair for Medical Electronics and Bio Engineering (MEDEX) – March 9-13, 1971
Joint venture with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

ZURICH:
International Trade Fair for Hospital and Medical Equipment – May 5-9, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

STUTTGART:
International Hospital Exhibition (INTERHOSPITAL '71) – May 11-14, 1971
Joint venture with the Surgical Instrument Equipment and Appliance Group.
(K. J. C. Edington, Ext. 7201)

MUNICH:
18th International Dental Exhibition – June 17-21, 1971
Joint venture with the British Dental Association.
(K. J. C. Edgington, Ext. 7201)

MELBOURNE:
9th International Conference on Medical and Biological [illegible]ring – August 23-27, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

HELSINKI:
Physicians Days – November 1971
Joint venture with Association of British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

1972

HELSINKI:
Physicians' Days – November 1972
Joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

Laundry and Allied Services

1970

PARIS:
International Laundry Dyeing and Dry Cleaning Machinery Exhibition – December 5-14, 1970
Joint venture with the Society of Laundry Engineers and Allied Trades Ltd.
(Miss D. Wilmot, Ext. 7211)

Leather, Leather Goods and Fur

1970

OFFENBACH:
International Leathergoods Fair – August 29-September 2, 1970
A joint venture with the British Leather Goods Manufacturers Association.
(Miss E. J. Slegg, Ext. 7080)

PARIS:
International Leather Week – September 10-15, 1970
Joint ventures with:
(i) The British Leather Federation.
(ii) The British Footwear Manufacturers Federation.
(iii) Leather Importers, Factors and Merchants Association.
(Miss D. Wilmot, Ext. 7211)

ATLANTIC CITY:
Leather aand Allied Industries Exposition – October 7-30, 1970
Joint venture with the Leather Institute.
(Miss G. Adams, Ext. 7204)

NEW YORK:
National Outerwear & Sportswear Association Suppliers Exhibition – October 25-28, 1970
Joint venture with the Leather Institute.
(H. Gladwell, Ext. 318)

1971

OFFENBACH:
International Leathergoods Fair – February 1971
Joint venture with the British Leather Goods Manufacturers Association.
(Miss E. J. Slegg, Ext. 7080)

BOLOGNA:
International Shoe and Leather Fair – March 1971
Joint venture with the Leather Institute.
(Miss F. King, Ext. 7092)

FRANKFURT:
International Fur Fair – April 24-28, 1971
Joint venture with the British Fur Trade Association.
(Miss E. J. Slegg, Ext. 7080)

PARIS:
International Fur Trade Exhibition – April 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext. 7211)

OFFENBACH:
International Leather Goods Fair – August-September 1971
Joint venture with the British Leather Goods Manufacturers Association.
(Miss E. J. Slegg, Ext. 7080)

PARIS:
International Leather Week – September 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext 7211)

1972

OFFENBACH:
International Leather Goods Fair – February 1972
Joint venture with appropriate trade associations.
(Miss E. J. Slegg, Ext. 7080)

PARIS:
International Fur Trade Exhibition – April 1972
Joint venture with appropriate trade association.
(Miss D. Wilmot, Ext 7211)

FRANKFURT:
International Fur Fair – April 1972
Joint venture with appropriate trade associations.
(Miss E. J. Slegg, Ext. 7080)

BOLOGNA:
International Shoe and Leather Fair – March 1972
Joint venture with the Leather Institute.
(Miss F. King, Ext. 7092)

Motor Vehicles, Motor Cycles and Cycles

1970

COLOGNE:
International Cycle and Motor Cycle Exhibition (IFMA) – September 26-29, 1970
Joint venture with Cycle and Motor Cycle Association.
(S. Bickel, Ext. 7216)

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October 2-12, 1970
Joint venture with the Society of Motor Manufacturers & Traders Ltd.
(Miss D. Wilmot, Ext 7211)

HELSINKI:
British Motor Show – October 14-18, 1970
Joint venture with Society of Motor Manufacturers and Traders.
(A. G. Pearson, Ext. 7207)

CHICAGO:
Automotive Parts and Accessories Association Show – November 9-11, 1970
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

1971

LONG BEACH, CALIFORNIA:
Motor Cycle and Accessory Trade Show – January 6-10, 1971
Joint venture with the Cycle and Motor Cycle Association Limited.
(C. J. Mather, Ext. 265)

DETROIT:
SAE Automotive Engineering Exposition and Congress – January 11-15, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(P. J. Dring, Ext. 7097)

HOUSTON:
Motorcycle and Accessory Trade Show – February 1971
Joint venture with the Cycle and Motorcycle Association.
(Miss G. Adams, Ext. 7204)

COPENHAGEN:
Sports & Racing Car Exhibition – February 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(R. J. Ager, Ext. 7205)

FRENCH INTERNATIONAL TRADE FAIRS

SEPTEMBER 1970 – DECEMBER 1970

Markets become larger and more complex year by year. The expansion in trade goes with a growth in the importance of the Trade Fair. FRENCH INTERNATIONAL TRADE FAIRS will not only provide you with the most comprehensive survey of the international market, but readily enable you to meet the right Executives and Technical experts in your own particular field of interest, and this in the most appropriate setting.

A visit to one of our International Trade Fairs will be a rewarding experience.
In the course of the next six months, the following Trade Fairs will be taking place in FRANCE:

SEPTEMBER 6-11 – PARIS
COMMERCIAL AND PROFESSIONAL ART WORKSHOPS EXHIBITION

SEPTEMBER 6-14 – PARIS
JEWELRY, GOLD AND SILVER WARES WEEK

SEPTEMBER 10-14 – TOUSSUS-LE-NOBLE – 91
INTERNATIONAL AUTUMN SHOW FOR PRIVATE AVIATION

***SEPTEMBER 10-15 – PARIS**
INTERNATIONAL LEATHER WEEK

SEPTEMBER 12-20 – 31–TOULOUSE
INSTALLATION AND HOUSE EQUIPMENT

SEPTEMBER 24-OCTOBER 3 (24 and 25 for Trade only) – PARIS-PUTEAUX
OFFICE AND DATA PROCESSING EQUIPMENT EXHIBITION – SICOB

OCTOBER 1-11 – PARIS
INTERNATIONAL MOTOR, BICYCLE AND MOTORCYCLE EXHIBITION

OCTOBER 6-9 – 54-NANCY
INTERNATIONAL EXHIBITION OF SAFETY

***OCTOBER 8-19 – PARIS**
HOTEL, COFFEE HOUSE AND CATERING EQUIPMENT EXHIBITION – EQUIP 'HOTEL

***OCTOBER 17-20 – PARIS**
CHILDREN'S FASHION EXHIBITION

***OCTOBER 17-22 – PARIS**
LADIES READY TO WEAR SHOW

OCTOBER 3-11 – 06-NICE
COTE D'AZUR SUMMER FASHION

***OCTOBER 18-20 – PARIS-PUTEAUX**
INTERNATIONAL EXHIBITION OF SPORTS AND LEISURE

OCTOBER 18-25 – 06-CANNES
SPORTSWEAR EXHIBITION

NOVEMBER 5-15 – PARIS-PUTEAUX
DO-IT-YOURSELF EXHIBITION

***NOVEMBER 9-13 – PARIS**
INTERNATIONAL DAIRY EQUIPMENT EXHIBITION

***NOVEMBER 9-15 – PARIS**
INTERNATIONAL FOOD PRODUCTS EXHIBITION – SIAL

***NOVEMBER 9-15 – PARIS**
EQUIPMENT FOR FOOD INDUSTRIES EXHIBITION – MATERAL

***NOVEMBER 9-15 – PARIS**
BOTTLING EQUIPMENT AND LIQUID CONDITIONING EXHIBITION

***NOVEMBER 9-15 – PARIS**
INTERNATIONAL EXHIBITION OF EQUIPMENT FOR BREWERY, MALT HOUSE, PACKING AND SALE OF BEER

***NOVEMBER 9-15 – PARIS**
INTERNATIONAL PACKAGING EXHIBITION

***NOVEMBER 9-16 – PARIS**
MATERIALS, TECHNIQUES AND WHOLESALE TRADE FOR MEAT INDUSTRY EXHIBITION

DECEMBER 5-14 – PARIS
INTERNATIONAL LAUNDRY, DYEING AND DRY CLEANING MACHINERY EXHIBITION

FOR FURTHER INFORMATION, PLEASE APPLY:

IN FRANCE, TO

CENTRE NATIONAL DU COMMERCE EXTÉRIEUR,
10, Avenue d'Iéna,
Paris 16ème.
Tel.: 525 52 00

ASSOCIATION FRANCAISE DES SALONS SPÉCIALISÉS,
22, Avenue Franklin Roosevelt,
Paris, 8ème.
Tel.: 225 05 80

IN GREAT BRITAIN, TO

ECONOMIC AND COMMERCIAL COUNSELLOR,
12 Stanhope Gate,
London, W.1
Tel.: 01-493 5021 Ext.: 315

FRENCH TRADE EXHIBITIONS,
24 Rutland Gate,
London, S.W.7
Tel.: 01-589 0185 (Only for exhibitions marked with an asterisk)

MALMO:
Motor Show – February-March 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

GENEVA:
International Motor Show – March 11-21, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext 7011)

BELGRADE:
International Fair of Engines and Motor Vehicles – April 16-25, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(B. L. Banks, Ext. 7213)

PRAGUE:
International Automobile Repair Service Exhibition (AUTOPROGRESS 71) – August 2-11, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(B. L. Banks, Ext 7213)

FRANKFURT:
International Motor Show – September 16-26, 1971
Joint venture with the Society of Motor Manufacturers and Traders.
(K. J. C. Edgington, Ext. 7201)

PARIS:
International Motor, Cycle and Motor Cycle Exhibition – October 1971 mation (INTERKAMA) – October 14-20, 1971
Joint venture with appropriate trade associations.
(Miss D. Wilmot, Ext 7211)

1972

COPENHAGEN:
Sports and Racing Car Exhibition – February, 1972
Joint venture with appropriate trade association.
(R. J. Ager, Ext. 7205)

AMSTERDAM:
International Cycle and Motorcycle Exhibition – February, 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

MALMO:
Motor Show – February/March, 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss J. M. Coker, Ext. 308)

GENEVA:
International Motor Show – March, 1972
Joint venture with the Society of Motor Manufacturers and Traders.
(T. E. Kerfoot, Ext. 7011)

COLOGNE:
International Cycle and Motor Cycle Exhibition (IFMA) – September, 1972
Joint venture with Cycle and Motor Association.
(S. Bickel, Ext. 7216)

Music and Musical Instruments

1971

CANNES:
International Record and Music Publishing Market (MIDEM) – January, 1971
Joint ventures with:
(i) The Music Publishers Association.
(ii) The British Phonographic Industry.
(R. J. Ager, Ext. 7205)

1972

CANNES:
International Record and Music Publishing Market (MIDEM) – January, 1972
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

Office Machinery and Equipment

1970

DUBLIN:
Commercial Productivity Exhibition (COMPEX '70) – September 15-19, 1970
Joint venture with Business Equipment Trades Association.
(K. R. Timmins, Ext. 7104)

MILAN:
International Office Machinery and Equipment Exhibition – September, 1970
Joint venture with Business Equipment Trades Association.
(Miss F. King, Ext. 7092)

HELSINKI:
Business Machines and Equipment Exhibition (KT 70) – October 19-24, 1970
Joint venture with Business Equipment Trades Association.
(A. G. Pearson, Ext. 7207)

NEW YORK:
Business Equipment Exposition – October 26-30, 1970
Joint venture with Business Equipment Trades Association.
(H. Gladwell, Ext. 318)

ZAGREB:
International Office Machinery and Equipment Exhibition (INTERBIRO) – November 16-22, 1970
Joint venture with Business Equipment Trades Association.
(B. L. Banks, Ext. 7213)

1971

VIENNA:
International Office Organization Exhibition (IFABO) – February 7-10, 1971
Joint venture with Business Equipment Trades Association.
(K. R. Timmins, Ext. 7104)

STOCKHOLM:
Data Processing and Equipment Fair (DATA 71) – April 19-24, 1971
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

LJUBJANA:
International Congress and Exhibition on Information Processing – August 23-28, 1971
Joint venture with Business Equipment Trades Association.
(B. L. Banks, Ext. 7213)

COLOGNE:
International Exhibition of Organization and Technique in Office and Works (ORGATECHNIK) – September, 1971
Joint venture with the appropriate trade association.
(S. Bickel, Ext. 7216)

MILAN:
International Office Machinery and Equipment Exhibition – September 1971
Joint venture with Business Equipment Trades Association.
(Miss F. King, Ext. 7092)

ZAGREB:
International Office Machinery and Equipment Exhibition (INTERBIRO) – November, 1971
Joint venture with the appropriate trade association.
(B. L. Banks, Ext. 7213)

1972

STOCKHOLM:
Office 72 Exhibition – October/November, 1972
Joint venture with the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

Packaging Machinery and Materials including Containers

1970

TOKYO:
International Packaging Show – September 22-28, 1970
Joint venture with the Institute of Packaging.
(Mrs. I. M. Janzen, Ext. 7093)

GOTHENBURG:
3rd International Packaging Exhibition (SCANPACK) – October 15-21, 1970
Joint venture with the Institute of Packaging.
(Miss J. M. Coker, Ext. 308)

MUNICH:
International Container Exhibition (CONTAINERIZATION 70) – October 21-24, 1970
Joint venture with the London Chamber of Commerce.
(K. J. C. Edgington, Ext. 7201)

PARIS:
International Packaging Exhibition – November 9-15, 1970
Joint venture with the Institute of Packaging.
(Miss D. Wilmot, Ext 7211)

1971

BRNO:
International Packaging Exhibition (EMBAX) – June 21-25, 1971
Joint venture with appropriate trade associations.
(B. L. Banks, Ext. 7213)

SYDNEY:
International Container Services and Equipment Exhibition – June 28-July 2, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

DUBLIN:
International Packaging Exhibition – September/October, 1971
Joint venture with the Institute of Packaging.
(K. R. Timmins, Ext. 7104)

ATLANTIC CITY:
Packaging Machinery Show – November 15-18, 1971
Joint venture with the Institute of Packaging.
(Miss G. Adams, Ext. 7204)

1972

TOKYO:
International Packaging Show – June, 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Photographic Equipment

1970

COLOGNE:
International Photo and Cine Exhibition (PHOTOKINA) – October 3-11, 1970
Joint venture with British Photographic Export Group.
(S. Bickel, Ext. 7216)

1971

CHICAGO:
Photo Expo 1971 – April 15-17, 1971
Joint venture with British Photographic Export Group.
(P. J. Dring, Ext. 7097)

Pottery and Glassware

1971

PARIS:
International China, Glassware and Pottery Exhibition – April, 1971
Joint venture with the British Pottery Manufacturers Federation.
(Miss D. Wilmot, Ext. 7211)

1972

PARIS:
International China, Glassware and Pottery Exhibition (Arts du Feu) – April, 1972
Joint venture with the British Pottery Manufacturers Federation.
(Miss D. Wilmot, Ext. 7211)

Printing, Stationery and Printing Machinery

1970

ZAGREB:
International Press and Paper Exhibition (INTERGRAFIKA) – October 19-25, 1970
Joint venture with the London Chamber of Commerce.
(B. L. Banks, Ext. 7213)

CHICAGO:
Screen Print '70 – October 21-24, 1970
Joint venture with the Display Producers and Screen Printers Association.
(P. J. Dring, Ext. 7097)

Scientifc Instruments and Nuclear Equipment

1970

GRENOBLE:
Electron Microscopy Convention – August 30-September 5, 1970
Joint venture with the Scientific Instrument Manufacturers Association of Great Britain.
(R. J. Ager, Ext. 7205)

NOVOSIBIRSK:
British Exhibition of Scientific Instruments – September 16-25, 1970
Joint venture with the Scientific Instrument Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

NEW YORK:
Electro Optical Systems Design Conference – September 22-24, 1970
Joint venture with the Scientific Instrument Manufacturers Association.
(H. Gladwell, Ext. 318)

PHILADELPHIA:
Instrument Society of America Show (ISA) – October 26-29, 1970
Joint venture and trade information stand with London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

WASHINGTON:
International Atomic Energy Conference and Exhibition (ATOM FAIR 70) – November 15-19, 1970
Joint venture with the British Nuclear Forum.
(Miss G. Adams, Ext. 7204)

1971

DUSSELDORF:
International Congress and Exhibition of Instrumentation and Automation (INTERKAMA) – October 14-20, 1971
Joint venture with the Scientific Instrument Manufacturers Association.
(Miss H. McKinlay, Ext. 7203)

Ships and Boats

1970

DETROIT:
Marine Trades Exhibit and Conference – September 25-28, 1970
Joint venture with the Ship and Boat Builders National Federation.
(P. J. Dring, Ext. 7097)

FRIEDRICHSHAFEN:
International Boat Show (INTERBOOT) – September 26-October 4, 1970
Joint venture with the London Chamber of Commerce.
(K. J. C. Edgington, Ext. 7201)

LONG BEACH, CALIFORNIA:
Long Beach Sailboat Show – October 23-November 1, 1970
Joint venture with the Ship and Boat Builders National Federation.
(C. J. Mather, Ext. 265)

HAMBURG:
European Marine Trade Exhibition and Congress – October 28-31, 1970
Joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

1971

NEW YORK:
National Boat Show – January 20-31, 1971
Joint venture with the Ship and Boat Builders National Federation.
(H. Gladwell, Ext. 318)

HAMBURG:
International Boat Show – January 22-31, 1971
Joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

MIAMI:
International Boat Show – February 19-24, 1971
Joint venture with the Ship and Boat Builders National Federation.
(Miss G. Adams, Ext. 7204)

STOCKHOLM:
International Boat Show – March 3-14, 1971
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

HELSINKI:
International Boat Show – March, 1971
Joint ventures with appropriate trade associations
(A. G. Pearson, Ext. 7207)

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March, 1971
Joint venture with the Ship and Boat Builders National Federation.
(T. E. Kerfoot, Ext. 7011)

OSLO:
International Shipping Exhibition – May 10-15, 1971
Joint ventures with:—
(i) British Marine Equipment Council
(ii) Shipbuilders and Repairers National Association
(R. J. Ager, Ext. 7205)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (EUROPORT) – November, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

1972

HAMBURG:
International Boat Show – January, 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss H. McKinlay, Ext. 7203)

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March, 1972
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

STOCKHOLM:
International Boat Show – March, 1972
Joint venture with the Ship and Boat Builders National Federation.
(Miss J. M. Coker, Ext. 308)

Sports Goods and Camping Equipment, including Caravans

1970

COLOGNE:
International Trade Fair of Sports Goods Camping Equipment and Garden Furniture (SPOGA) – October 25-27, 1970
Joint ventures with:—
(i) Camping Trade Association of Great Britain
(ii) Federation of British Manufacturers of Sports and Games
(S. Bickel, Ext. 7216)

1971

CHICAGO:
National Sporting Goods Association Show – February 7-11, 1971
Joint ventures with:—
(i) The Camping Trade Association of Great Britain Limited
(ii) The Federation of British Manufacturers of Sports and Games
(P. J. Dring, Ext. 7097)

TORONTO:
Candadian National Sportsmen Show – 12-21, 1971
Joint venture with the National Caravan Council.
(Miss G. Adams, Ext. 7204)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October, 1971
Joint venture with:—
(i) The Camping Trade Association of Great Britain Limited
(ii) The Federation of British Manufacturers of Sports and Games
(S. Bickel, Ext. 7216)

1972

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October, 1972
Joint ventures with:—
(i) The Camping Trades Association of Great Britain Limited
(ii) The Federation of British Manufacturers of Sports and Games
(S. Bickel, Ext. 7216)

Textiles and Textile Machinery

1970

ATLANTA:
Bobbin Show – September 23-25, 1970
Joint venture with the Clothing Institute.
(Miss G. Adams, Ext. 7204)

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November, 1970
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1971

FRANKFURT:
International Fair for Home Furnishing Textiles – January 13-17, 1971
Joint ventures with:—
(i) The Textile Promotion Consultative Committee
(ii) The Irish Linen Guild
(iii) The Federation of British Carpet Manufacturers
(K. J. C. Edgington, Ext. 7201)

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – May 24-27, 1971
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

PARIS:
Sixth International Textile Machinery Exhibition – June 22-July 1, 1971
Joint venture with the British Textile Machinery Organisation (TREX).
(Miss D. Wilmot, Ext. 7211)

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November 23-26, 1971
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

1972

FRANKFURT:
International Trade Fair for Home Furnishing Textiles – January 12-16, 1972
Joint ventures with:—
(i) The Textile Promotion Consultative Committee
(ii) The Irish Linen Guild
(iii) The Federation of British Carpet Manufacturers
(K. J. C. Edgington, Ext. 7201)

Toys and Games

1971

NUREMBERG:
International Toy Fair – February 6-12, 1971
Joint venture with the British Toy Manufacturers Association.
(Miss E. J. Slegg, Ext. 7080)

MONTREAL:
Toy Fair – February 14-19, 1971
Joint venture with the British Toy Manufacturers Association.
(Miss G. Adams, Ext. 7204)

NEW YORK:
International Toy Fair – March, 1971
Joint venture with the British Toy Manufacturers Association.
(H. Gladwell, Ext. 318)

SYDNEY:
International Toy Fair – March, 1971
Joint venture with the British Toy Manufacturers Association.
(Mrs. I. M. Janzen, Ext. 7093)

1972

NUREMBERG:
International Toy Fair – February 5-11, 1972
Joint venture with the British Toy Manufacturers Association.
(Miss E. J. Slegg, Ext. 7080)

SYDNEY:
International Toy Fair – March, 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

Other Specialized Fairs

1970

STUTTGART:
World Hairdressers' Championships and Exhibition – September 13-15, 1970
A joint venture with the Hairdressing Manufacturers and Wholesalers Association.
(Miss E. J. Slegg, Ext. 7080)

LOUISVILLE:
International Woodworking and Furniture Machinery Supply Fair – September 19-23, 1970
Joint venture with the Machine Tool Trade Association.
(P. J. Dring, Ext. 7097)

MOSCOW:
Automatic Apparatus and Machines for Controlling and Supervising Vehicle and Pedestrian Traffic (INTERSIGNALDORTRANS) – September 25-October 6, 1970
Joint venture with British Electrical and Allied Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

ROME:
International Stamp Exhibition – October 2-5, 1970
Joint venture with the Philatelic Traders Society Ltd.
(Miss F. King, Ext. 7092)

BERLIN:
International Congress and Exhibition of Coin-operated Amusement Machines – October 8-10, 1970
A joint venture with the Amusement Trades Association.
(Miss E. J. Slegg, Ext. 7080)

NEW YORK:
Retail Tobacco Dealers Incorporated Convention – October 15-17, 1970
Joint venture with the Briar Pipe Trades Association.
(H. Gladwell, Ext. 318)

JOHANNESBURG:
Water 70 – October 15-21, 1970
Joint venture with the London Chamber of Commerce in conjunction with British Water and Effluent Treatment Plant Association.
(K. R. Timmins, Ext. 7104)

TORONTO:
Canadian Education Showplace – October 22-24, 1970
Joint ventures with the Industrial Council for Education and Training Technology in conjunction with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

BOSTON:
Paint Show – October 25-28, 1970
Joint venture with London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

DUSSELDORF:
International Congress with Exhibition for Oceanology and Exploitation of the Sea (INTEROCEAN) – November 10-15, 1970
Joint venture with appropriate trade association.
(Miss H. McKinlay, Ext. 7203)

NEW YORK:
National Postage Stamp Show (ASDA) – November 20-22, 1970
Joint venture with Philatelic Traders Society.
(H. Gladwell, Ext. 318)

WASHINGTON:
Second International Clean Air Congress and Exposition – December 6-11, 1970
Joint venture with the National Society for Clean Air.
(Miss G. Adams, Ext. 7204)

PARIS:
Industrial Cleaning Exhibition – December 7-12, 1970
Joint venture with British Institute of Cleaning Science.
(Miss D. Wilmot, Ext. 7211)

1971

BORDEAUX:
Ocean Expo – March 9-14, 1971
Joint venture with appropriate trade associations.
(R. J. Ager, Ext. 7205)

BRUSSELS:
International Inventors Exhibition – March, 1971
Joint venture with the Institute of Patentees and Inventors.
(T. E. Kerfoot, Ext. 7011)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (INTERCLEAN) – April 20-23, 1971
Joint ventures with appropriate trade associations.
(T. E. Kerfoot, Ext. 7011)

TOKYO:
International Stamp Exhibition – April 20-30, 1971
Joint venture with the Philatelic Traders Society Ltd.
(Mrs. I. M. Janzen, Ext. 7093)

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April/May, 1971
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

CAPE TOWN:
International Stamp Exhibition (RSA 10) – May 22-31, 1971
Joint venture with the Philatelic Traders Society.
(K. R. Timmins, Ext. 7104)

MEXICO CITY:
World Veterinary Congress – August 15-21, 1971
Joint venture with appropriate trade associations.
(Miss F. King, Ext. 7092)

TOKYO:
International Good Living Show – October, 1971
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

BERLIN:
International Congress and Exhibition of Coin Operated Amusement Machines – October 1971
Joint venture with appropriate trade association.
(Miss E. J. Slegg, Ext. 7080)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress – November, 1971
Joint venture with appropriate trade associations.
(Miss H. McKinlay, Ext. 7203)

1972

HANOVER:
European Educational Aids and Appliances Fair (DIDACTA) – March 14-18, 1972
Joint venture with the Educational Equipment Association.
(K. J. C. Edgington, Ext. 7201)

BRUSSELS:
International Inventors' Exhibition – March, 1972
Joint venture with the Institute of Patentees and Inventors.
(T. E. Kerfoot, Ext. 7011)

BOLOGNA:
International Perfumery and Cosmetics Exhibition – April-May 1972
Joint venture with appropriate trade associations.
(Miss E. King, Ext. 7092)

TOKYO:
International Good Living Show – October, 1972
Joint venture with appropriate trade associations.
(Mrs. I. M. Janzen, Ext. 7093)

(c) British Weeks and Store Promotions

1970

WARREN, DETROIT:
Universal Mall Shopping Centre – September 14-27, 1970
This British promotion will feature general consumer goods. All inquiries should be made to Mr. Thomas C. Strauss, promotional director. Universal Mall Shopping Centre, 28582 Dequindre Road, Warren. Detroit, Michigan, USA.
(P. J. Dring, Ext. 7097)

LULEA:
British Shopping Week – September 18-26, 1970
(Miss M. M. Wood, Ext. 7244)

FRANCE:
Marseilles Dames de France, 40 due St. Ferreol (13), Marseilles, 1er – September 22-October 3, 1970
All types of goods to be featured. Inquiries to Buying Group, Paris, France, 137 Boulevard Voltaire, Paris.
(R. J. Ager, Ext. 7205)

FRANCE:
Marseilles Magasin General, 23 rue St. Ferreol, Marseilles, 1er – September 22-October 3, 1970
All types of good to be featured. Inquiries to M. Bortoli, manager.
(R. J. Ager, Ext. 7205)

GÄVLE:
British Shopping Week – September 25-October 3, 1970
(Miss M. M. Wood, Ext. 7244)

FINLAND:
'Britain in Finland 1970' Trade Drive. As part of the Trade Drive, Retail Promotions will be held from September 25 to October 8, 1970, in Helsinki, and a large number of provincial centres. The Trading Organizations taking part are:

Aleksanterinkatu Street Association,
Elanto,
Finnish Footwear Dealers Association,
Kesko,
Kuusinen,
Otk,
Pukeva,
Rautakonttori,
Sok,
Stockmann,
Tuko,
Wulff.

In addition Asko at Lahti, and Jyväskylä and Kotilainen at Joensuu, are participating. Promotions by St. Hendrick's Market and Skoha within the Helsinki 'City Centre' Shopping Complex will also take place.
Full details of the Retail Promotions are contained in a published list obtainable from Mr. R. F. A. Rowe, Export Sales Division (Ext. 245). The list gives information about the location of each Promotion, the products covered and the names of appropriate departmental buyers.
(A. G. Pearson, Ext. 7207)

AUSTRIA:
Villach and Klagenfurt Shopping Week – September 26-October 3, 1970
50/70 Retail Outlets and Department Stores. Promotion will feature consumer goods in general. Inquiries to Herr A. Knapp, Bahnhofstrasse 10, 9500 Villach, Austria.
(K. R. Timmins, Ext. 7104)

JAPAN, OSAKA:
Hanshin Department Store Company Ltd., 1 Banchi Umeda, Kita-Ku, Osaka – October 1-13, 1970
This British Promotion will feature most classes of general merchandise, inquiries to the manager, Mr. E. Yoshimura, 1-Banchi Umeda, Kita-Ku, Osaka, Japan.
(Mrs. I. M. Janzen, Ext. 7093)

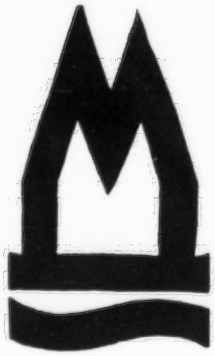
JAPAN, KYUSHU:
Izutsuya Department Store Ltd., 33 Takaramachi Kokura-Ku, Kitakyushu, Japan (5 Stores) – October 2-7, 1970
This British Promotion will feature men's and women's clothing fabrics, accessories, household goods, furniture, toys, food, liquor and objets d'art, inquiries to Mr. R. B. R. Wilson, J. Raymond Wilson and Co. Ltd., 4-7 Chiswell Street, London EC1 (Tel. 01-638 9231).
(Mrs. I. M. Janzen, Ext. 7093)

HALSINGBORG:
British Shopping Week – October 2-10, 1970
(Miss M. M. Wood, Ext. 7244)

FRANCE:
20-38 Rue de Sèvres, Paris 7e. Paris Au Bon Marche – October 5-31, 1970.
All types of goods to be featured. Inquiries to London Buying House, Brook Merchandising Co., Greek Street, London, W.1.
(Miss D. Wilmot, Ext. 7211)

JAPAN, FUKUOKA:
Iwataya Department Store Co. Ltd., 11-1 Tenjin, 2-Chome, Fukuoka – October 13-18, 1970
This British Promotion will feature men's, women's and children's wear, accessories, fancy goods, heaters, confectionery and whisky.
(Mrs. I. M. Janzen, Ext. 7093)

WEST AFRICA:
Niamey (Niger), Lome (Togo), Libreville (Gabon), Port Gentil (Gabon), Brazzaville (Congo), Bobo and Dioulasso (Upper Volta), Abidjan (Ivory Coast), Cotonou (Dahomey), Zinder (Niger) Pointe Noire (Congo) and Bangui (Central Africa Republic) Société Commerciale de l'Quest Africain, British Fortnight in at least 12 Branches. Following Printania Outlets will also participate: Dakar (Senegal), Abidjan (Ivory Coast), Douala (Cameroon), Yaounde (Cameroon), Bangui (Central African Reublic), Fort Lamy (Chad), Pointe Noire (Congo) – October 26-November 8, 1970
Inquiries to S. Smith, Esq., SCOA, Arthur House, Chorlton Street, Manchester.
(I. F. Stephen, Ext. 7168)



AT COLOGNE YOU WILL FIND

Exhibitors from all manufacturing countries, offering the widest range at the most competitive prices

IN 1969 THERE WERE:

15 Trade Fairs
12,384 exhibitors from 69 countries
614,024 trade visitors from 107 countries

INTERNATIONAL EVENTS–1970

Men's Fashion Week	28th-30th Aug.
Household Goods and Hardware Fair	13th-15th Sept.
Fair of Lingerie, Foundation Garments, Underwear & Swimwear	17th-20th Sept.
IFMA – Bicycle and Motor Cycle Exhibition	26th-29th Sept.
"Photokina" – World Fair of Photography	3rd-11th Oct.
Fair for the Child	16th-18th Oct.
SPOGA – Trade Fair of Sport Goods, Camping Equipment and Garden Furniture	25th-27th Oct.
EuroSnack – Trade Exhibition for Grill and Snack Bar Services	7th-11th Nov.

YOU CANNOT DO BETTER THAN BUY AT COLOGNE

Information and tickets :–

H. E. MELSOM, M.B.E., Room 229, Abbey House, Victoria St., London, S.W.1. Tel. 01-799 2134

IRELAND :

Information : **C. O. NEALE, "LUXOR," SAVAL PARK ROAD, DALKEY, COUNTY DUBLIN. Tel.: 80 68 68**

Tickets : **AIRBORNE TRAVEL AGENCY LTD., 37 COLLEGE GREEN, DUBLIN 2. Tel.: 71 71 61**

SPOKANE, WASHINGTON:

The Crescent (Spokane Dry Goods Co.) – October 26-November 7, 1970

This import fair with a British element, entitled "Festival International", will feature men's and women's wear, sporting goods, toys, giftware, jewellery, handbags, leather goods, shoes, objets d'art, linens, cutlery, children's outerwear, knitwear and general goods. The London Buying House is: O. Zeigler Ltd., 27 Albermarle Street, London, W.1 (Tel. 01-629 1362).
(C. J. Mather, Ext. 265)

HOUSTON:

Battlesteins Inc., 812 Main Street, Houston 77002, Texas – October, 1970

International Promotion, British contribution to consist mainly of Jewellery, knitwear, leather goods, giftware. Inquiries to Dean Warburg Ltd., 81 New Bond Street, London, W1.
(Miss G. Adams, Ext. 7204)

PEORIA, ILLINOIS:

P. A. Bergner & Co. – November 8-21, 1970

This Import Fair called 'Under Two Flags' will feature men's, women's and children's general clothing, sporting goods and china. Interested parties should contact direct Mr. Carl Ziltz, vice-president and general merchandising manager, P. A. Bergner & Co., 200 S. W. Adams Street, Peoria, Illinois, United States of America.
(P. J. Dring, Ext. 7097)

CANADA:

Throughout Canada – 1970

Hudsons Bay Company, 79-93 Main Street, Winnipeg, Manitoba. Eight large department stores, 25 medium-size department stores and 217 small northern stores. Consumer goods. Inquiries to D. Melo, Esq., Associated Merchandise Corporation, 1b Baker Street, London, WIM 1AA (Tel. 01-486 4721).
(Miss G. Adams, Ext. 7204)

1971

SAN FRANCISCO:

British Week – October 1-9, 1971

This Major Week will be a part of the Trade Drive in California, organized by the Board of Trade and BNEC Committee for USA. The British Week is primarily aimed at increasing the sales of British consumer goods in the shops and a shopping 'target area' has been selected for a special sales drive in San Francisco. This drive will be carried out by the British Week Office which has been set up at 120 Montgomery Street, San Francisco, California 94104 (Tel. 989-0180, Telex 340530 A B Britweek SEQ), under the directorship of Mr. A. H. Vine, MBE, who also directed the British Week in Stockholm. United Kingdom firms are asked to take every opportunity to ensure that their products are stocked in San Francisco during the Week. Mr. Brian Masters of the BNEC Commitee for USA, 6-14 Dean Farrar Street, London, SW1 (Tel. 01-930 3121, Ext. 139), will handle inquiries relating to the work of the committee. The Board of Trade contact is given below.
(Mr. P. K. Guenebault, Ext. 7249)

FRANCE:

Metz Nouvelles Galeries Store Promotion, Place de la Republique Metz – October, 1971

All good to be featured. Inquiries to Mr. Boudineau.
(R. J. Ager, Ext. 7205)

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below.

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
D. P. Dick, Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178).

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
M. Barrett (acting), City House, New Station Street, Leeds, LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-ie-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104),

Midland Region

Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 337021).

Eastern Region and London (E, EC, N, WC postal districts)

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)

Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Middlesex, Surrey and Sussex.
C. G. Cruickshank, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991).

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire,
L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

Wales

The whole of Wales and Monmouthshire.
G. T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. TELEX 49267).

Scotland

The whole of Scotland.
V. F. Kimber, 314 St. Vincent Street, Glasgow, C3.
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland

Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

SECTIONS II—IV

Trade Fairs and Exhibitions

Requests for information about fair costs and conditions should be made to the organizers or United Kingdom agents unless participation, with Board of Trade support, in events (also included in Section I) is being considered. The Board of Trade, Fairs & Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries about events in Sections II-IV. The telephone number of the Board of Trade is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany, N. Africa, Middle East	*7246*	*South & Central America, Switzerland, Netherlands, Belgium, Luxembourg, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta, and Africa*	*505*
Bonn, Cologne, Dortmund, Dusseldorf, Essen and Hamburg	*225*	*Australia, New Zealand, Asia*	*7099*
Other towns in W. Germany	*7180*	*United States; Mid West and West Coast only*	*265*
France, Denmark, Iceland and Norway	*7205*	*Other towns in the United States, Canada, Caribbean*	*7094*
Finland and Sweden	*7207*	*United Kingdom*	*7109*

No responsibility is taken for the standing of organizations or individuals mentioned in these lists, nor for dates, etc., which may be subject to alteration

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

SECTION II

European Trade Fairs and Exhibitions

1970 General Fairs

DRAGUIGNAN:
Draguignan Fair – June 27-July 5
Apply: M. Jourdan, B.P.6, Draguignan Var 83.

BILBAO:
International Trade Fair – July 1-12
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

NAXXAR:
Malta Trade Fair – July 1-15
* Apply, General Manager, Malta Trade Fair Corporation Fair Grounds, Naxxar.

CALAIS:
Opal Coast Exhibition – July 4-14
Apply, E. Aubrey, 23, rue Eustache de St. Pierre, Calais.

BUDVA:
3rd International Children's Exhibition – July 13-21
Apply, (zgrade Zeta filma) SRCG, Yugoslavia (Tel. 82-015)

DORNBIRN:
Austrian Export and Samples Fair – July-August
Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6958)

BUDVA:
4th International Tourist Exhibition and Fair – August 5-20
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015)

MALMO:
International Trade Fair (Skanemassan) – August 14-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951)

MESSINA:
International Trade Fair – August
Apply, Ente Autonomo Fiere Di Messina, Via Liberta, Messina.

IZMIR:
International Trade Fair – August 20-September 20
Apply, British Chamber of Commerce of Turkey, 69 Cannon Street, London, EC4. (Tel. 01-248 4444).

BUDVA:
2nd International Tourist Fair – August 25-September 10
Apply, (zgrada Zeta filma) SRGG, Yugoslavia (Tel. 82-015).

LJUBLJANA:
International Wine, Fruit Juices & Equipment Fair – August 29-September 6
Apply, Corrtingales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315)

FRANKFURT:
International Trade Fair (Autumn) – August 30-September 2
LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

LEIPZIG:
International Trade Fair – August 30-September 6
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W2

SALONIKA:
International Trade Fair – August 30-September 20
Apply, Foire Internationale de Thessaloniki Salonika (Tel. 71 823).

STOCKHOLM:
St. Erik's International Fair – September 2-13
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186)

PAU:
Fair and Exposition – September 3-14
Apply, M. Petitiou, 21 Rue Louis Barthou, Pau.

STRASBOURG:
International Trade Fair – September 3-14
Apply, M. le President, 9 Rue Brulee, Strasbourg

BRNO:
International Trade Fair – September 5-14
Apply, Fair & Exhibitions Ltd., 14 New Burlington Street, London W1 (Tel. 01-734 0855).

UTRECHT:
International Autumn Fair – September 6-11
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951)

VIENNA:
International Autumn Trade Fair – September 6-13
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6938)

LE MANS:
Le Mans Samples Fair – September 10-14
Apply, M. Gauthier, Quinconce-des-Jacobins, Le Mans (Sarthe 72).

ZAGREB:
International Autumn Fair – September 10-20
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1. (Tel. 01-486 1951).

BARI:
International Levant Fair – September 10-23
* Apply, Exhibition Consultants Ltd., 11, Manchester Square, London W1 (Tel 01-486 1951)

CHAMBERY:
Chambery Fair – September 11-20
Apply, M. Sevc, President, 14 Quai des Allobroges, Chambery.

BOLZANO:
International Samples Fair – September 11-21
Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

BUDAPEST:
Autumn Fair – September 11-21 (Consumer's Goods)
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget

GHENT:
International Fair – September 12-27
Apply, Foire Internationale de Grand Palais des Floralies Ghent

LIEGE:
Commercial Fair – September 12-27
Apply, Belgian National Railways, 167 Regent Street, London, W1 (Tel. 01-734 1491).

HELSINKI:
International Trade Fair – September 17-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

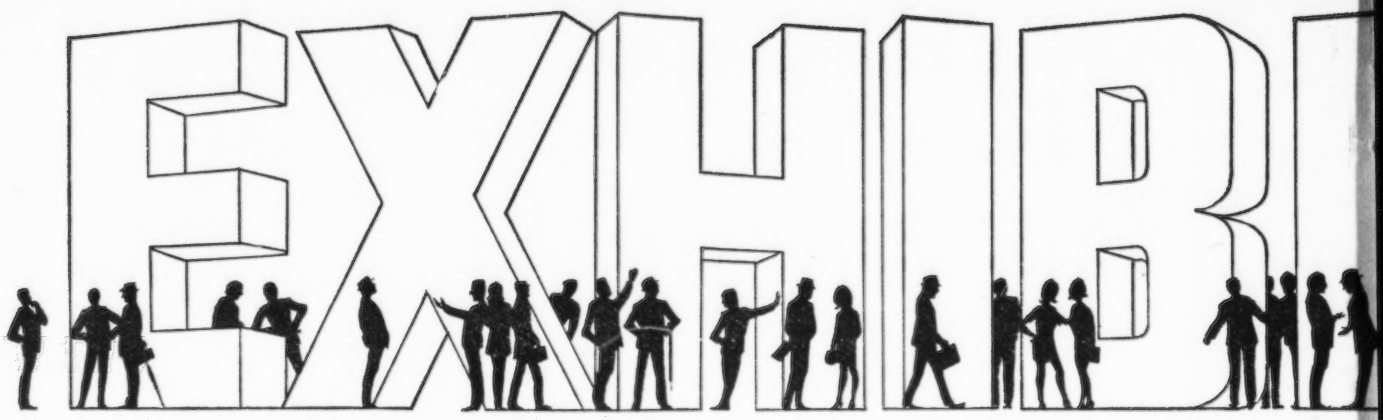
BERLIN:
German Industries Exhibition – September 18-27
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

CAEN:
Caen Fair – September 18-27
Apply, M. le President, Parc des Expositions, Caen (Calvados)

ST. ETIENNE:
St. Etienne Fair – September 18-28
Apply, M. Trovelli, 3, Rue de Charles-de-Gaulle, St. Etienne (Loire 42)

INNSBRUCK:
34th Innsbruck Fair – September 19-27
Apply, Hugo Bachlechner, 4030 Linz a. d. Donau, Lustenauer Strasse 37.

PLOVDIV:
International Fair – September 20-29
Apply, Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.



Contact Industrial & Trade Fairs, anywhere in the world

Industrial and Trade Fairs Holdings Ltd.
is one of the world's largest exhibition organisations, responsible, through its nine subsidiary and three associated companies, for the organising of 40 major annual, biennial and four-yearly national and international trade shows in the United Kingdom, Ireland and Australia, and for the organising of major British trade fairs overseas. This powerful exhibition group is in a unique position to offer companies of all sizes from Britain and overseas the opportunity to participate in established exhibitions or to advise on the possibilities of creating new group selling activities anywhere in the world. Almost all the exhibitions in the United Kingdom, Ireland and Australia are planned, organised and staged under the direct sponsorship of interested trade associations and federations, and all overseas fairs with the full co-operation of the Confederation of British Industry, the Association of British Chambers of Commerce and the British National Export Council, with active support from the Board of Trade.

Wholly-Owned Subsidiaries

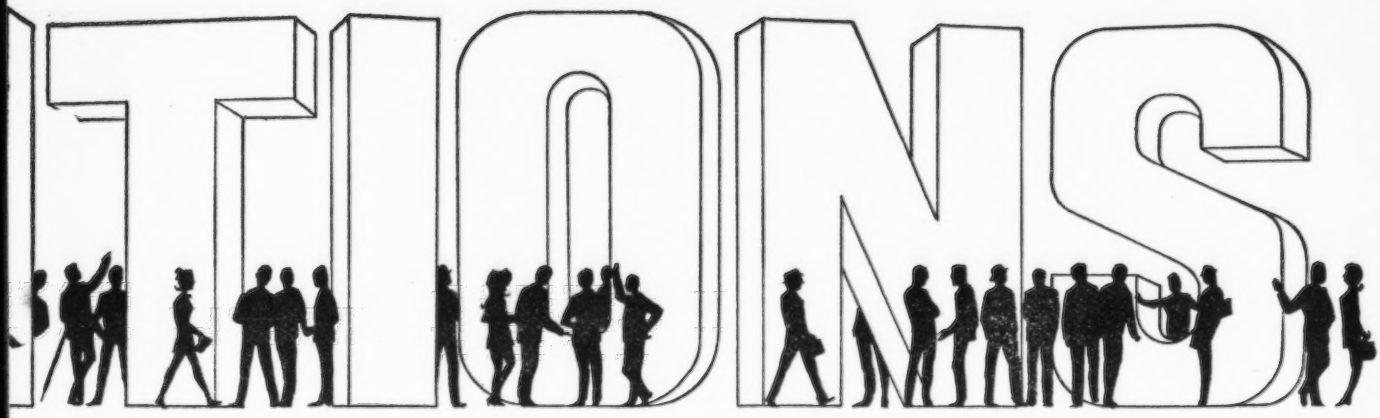
Industrial and Trade Fairs Ltd.
Industrial and Trade Fairs International Ltd.
Industrial and Trade Fairs (Ireland) Ltd.
F. W. Bridges & Sons Ltd.
The Trades' Markets and Exhibitions Ltd.
Scottish Trades' Markets and Exhibitions Ltd.
Provincial Exhibitions Ltd.
Trade Fairs and Promotions Ltd.
British Overseas Fairs Ltd.

Associated Companies

Industrial and Trade Fairs Pty. Ltd. (Australia)
Ibsac Ltd.
Men's and Boys' Wear Exhibitions Ltd.

HE INDUSTRIAL AND TRADE FAIRS HOLDINGS GROUP

COMMONWEATLH HOUSE, NEW OXFORD STREET, LONDON, WC1A 1PB. Tel.: 01-242 9011 Cables: Indatfa London WC1 Telex: 262567



CURRENT EXHIBITIONS CALENDAR

1970

Pakex 70. International Packaging Exhibition
Olympia, London. June 22 - 26

Daily Telegraph Boat Show
Sydney, Australia. July 29 - August 2

Northern Floor Coverings Fair
The Exhibition Centre, Harrogate. September 8 - 11

Hospex '70. International Hospital – Medical Equipment, Services and Supplies Exhibition
Sydney, Australia. September 28 - October 2

International Dairy Equipment Exhibition
Sydney, Australia. October 12 - 16

Building Trades Exhibition
City Hall, Manchester. October 19 - 24

British Industrial Exhibition
Sociedad Rural Argentina, Palermo, Buenos Aires, Argentina. November 5 - 15

The Thirteenth Do-it-Yourself Exhibition
City Hall, Manchester. November 10 - 21

1971

Imbex '71. International Men's and Boys' Wear Exhibition
Earls Court, London. March 1 - 5

Carpex '71. International Carpet, Linoleum and Floor Coverings Fair
Earls Court, London. March 1 - 5

Engineering 71. April 21 - 29 International Welding and Metal Fabrication Exhibition
Olympia, London.

London International Engineering and Marine Exhibition
Earls Court, London.

Containerisation, Freight and Transport Services Exhibition
Sydney, Australia. June 28 - July 7

Ipex '71. International Printing Machinery and Allied Trades Exhibition
Earls Court and Olympia, London. July 13 - 24

International Engineering Exhibition
Melbourne, Australia. August 2 - 7

International Trade Fair
Sydney, Australia. August 13 - 22

Irish International Food and Drink Fair
Royal Dublin Society, Dublin. September 4 - 11

The Northern Floor Coverings Fair
The Exhibition Centre, Harrogate. September 7 - 10

International Laundry, Dry Cleaning and Allied Trades Exhibition
Olympia, London. September 9 - 18

Irish Packaging Exhibition
Royal Dublin Society, Dublin. September 27 - October 1

4th Machine Tool Exhibition
Sydney, Australia. October 14 - 23

Representatives of the Group may be contacted through:

ARGENTINA
THE BRITISH CHAMBER OF COMMERCE Buenes Aires
AUSTRALIA
INDUSTRIAL & TRADE FAIRS PTY. LIMITED, ADC House, 77 Pacific Highway, North Sydney, New South Wales. Phone: 929 8977. Cables: Indatfa Sydney. Telex: Conpres 20514
THE MELBOURNE CHAMBER OF COMMERCE Melbourne
ADELAIDE CHAMBER OF COMMERCE Adelaide
HOBART CHAMBER OF COMMERCE Hobart
BELGIUM & LUXEMBOURG
M. Georges Bouhon, 92 Avenue de Tervueren, Brussels
BRAZIL
THE BRITISH AND COMMONWEALTH CHAMBER OF COMMERCE Sao Paulo
CANADA
HALIFAX BOARD OF TRADE Halifax
THE MONTREAL BOARD OF TRADE Montreal
CHILE
THE BRITISH CHAMBER OF COMMERCE Santiago
CZECHOSLOVAKIA
FOREIGN TRADE PUBLICITY CORPORATION Prague
FRANCE
BRITISH CHAMBER OF COMMERCE Paris
REGIONAL COUNCIL OF THE BRITISH CHAMBER OF COMMERCE Marseilles
GERMANY
BAVARIA (LASSEN & CO, GmbH, Munich)
GIBRALTAR
THE GIBRALTAR CHAMBER OF COMMERCE Gibraltar
HUNGARY
HUNGEXPO PRESTO Budapest
INDIA
THE BENGAL CHAMBER OF COMMERCE AND INDUSTRY Calcutta
ITALY
THE BRITISH CHAMBER OF COMMERCE Milan
KENYA
NAIROBI CHAMBER OF COMMERCE Nairobi
MALAYA
THE STATES OF MALAYA CHAMBER OF COMMERCE Kuala Lumpur
MEXICO
CAMERA DE COMERCIO BRITANICA AC Mexico City
NETHERLANDS
CKH (Centrale Kamar Van Handelsbordling) The Hague
NEW ZEALAND
AUCKLAND CHAMBER OF COMMERCE Auckland
CANTERBURY CHAMBER OF COMMERCE Christchurch
WELLINGTON CHAMBER OF COMMERCE Wellington
NIGERIA
LAGOS CHAMBER OF COMMERCE Lagos
PAKISTAN
AGRABAD CHAMBER OF COMMERCE AND INDUSTRY Chittagong
PORTUGAL
THE BRITISH CHAMBER OF COMMERCE in Lisbon, Madeira and Oporto
SINGAPORE
SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE Singapore
SPAIN
THE BRITISH CHAMBER OF COMMERCE Madrid, Barcelona, Bilbao and Valencia
SWEDEN
BRITISH-SWEDISH CHAMBER OF COMMERCE Stockholm
SWITZERLAND
THE BRITISH-SWISS CHAMBER OF COMMERCE Zurich
TURKEY
THE BRITISH CHAMBER OF COMMERCE Istanbul
URUGUAY
THE BRITISH CHAMBER OF COMMERCE Montevideo
U.S.A.
THE BRITISH-AMERICAN CHAMBER OF COMMERCE AND BRITISH TRADE CENTRE, New York
BRITISH-AMERICAN CHAMBER OF COMMERCE Los Angeles
BRITISH-AMERICAN CHAMBER OF COMMERCE AND TRADE CENTRE San Francisco
BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago
VENEZUELA
ASOCIACION VENEZOLANO BRITANICA DE COMERCIO Caracas

CLERMONT-FERRAND:
Clermont-Ferrand Fair – September
Apply, M. le President, 4 Boulevard Trudaine, Clermont-Ferrand (Puy-de-Dome).

MARSEILLES:
International Fair – September 24-October 5
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

GRAZ:
Autumn Fair – September 26-October 4
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

METZ:
International Autumn Fair – October 1-12
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, EC4.

ZARAGOZA:
National Samples Fair – October 3-18
Apply, Camara Oficial de Comercio e Industria, Jaime I-18, Zaragoza.

BUCHAREST:
International Trade Fair – October 13-25
Apply, Chamber of Commerce of the Socialist Republic of Rumania, International Fair Board, 1 Scinteia Square, Bucharest.

GRENOBLE:
Grenoble Fair – October 16-26
Apply, M. Maurin, Palais des Expositions, Grenoble.

BELGRADE:
XV International Book Fair – October 22-28
Apply, Beogradsti Sajam Bulevar, Vojvode, Misica 14 (P.O. Box 408), Belgrade.

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

1971

FRANKFURT:
International Trade Fair (Spring) – February 28-March 4
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. 01-236 5050).

LYONS:
International Trade Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. Regent 0511).

CAGLIARI:
Sardinian International Samples Fair – March
* Apply, The President, Fiera Internazionale Della Sardigna, Quartiere Fieristigo, Viale A. Diaz, Cagliari (Tel. 52.854-51-859-57, 888).

VIENNA:
International Spring Trade Fair – March
* Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW1 (Tel. 01-584 6938).

UTRECHT:
International Spring Fair – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MARSEILLES:
Spring Fair – April
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, EC4 (Tel. 01-583 0581).

BRUSSELS:
International Trade Fair – April
* Apply, Belgian National Railways, P.O. Box 4BY, 167 Regent Street, London, W1 (Tel. 01-734 1491).

SAARBRUCKEN:
International Saar Fair – April
* Apply, International Saarmesse, 66 Saarbrücken, Messegelände.

MILAN:
International Samples Fair – April
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

ZAGREB:
Spring Fair – April 18-26
Apply Exhibitions Consultants Ltd., 11 Manchester Square, W1 (Tel. 01-486 1951).

HANOVER:
Hanover Fair – April 22-30
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

GRAZ:
Spring Fair – April-May
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

PARIS:
International Fair (Foire de Paris) – April-May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BORDEAUX:
International Trade Fair – May
Apply, M. Ratabout, Administration de la Foire Inter: Bordeaux, 12, Place de la Bourse, Bordeaux.

VALENCIA:
International Samples Fair – May
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA:
International Trade Fair – May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

GOTHENBURG:
Swedish Trade Fair – May
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

BUDAPEST:
International Trade Fair – May 21-31
* Apply, Hunexpo, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

PALERMO:
International Mediterranean Fair – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

PADUA:
International Samples Fair – May-June
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

BARCELONA:
International Samples Fair – June 1-15
* Apply, Feria Oficial Internacionale de Muestras, Avenida Maria Cristina, Barcelona 4.

PERPIGNAN:
Trade Fair – June
Apply, M. le President, Chambre de Commerce et d'Industrie, Perpignan (Pyrenees Orientales).

LISBON:
International Trade Fair – June
* Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, London, SW1 (Tel. 930 2455).

ZAGREB:
International Municipal Equipment Fair ("URBANEX") – June 21-27
* Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TRIESTE:
International Samples Fair – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 734 2411).

NAXXAR:
Malta Trade Fair – July 1-15
* Apply, General Manager, Malta Trade Fair Corporation Fair Grounds, Naxxar.

BILBAO:
International Samples Fair – July
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO:
International Trade Fair (Skanemassan) – August 13-22
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

FRANKFURT:
International Trade Fair (Autumn) – August 29-September 1
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

UTRECHT:
International Autumn Fair – August-September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ZAGREB:
International Autumn Fair – September 9-19
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

HELSINKI:
International Technical Fair – September 14-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. HUNter 1951).

PLOVDIV:
International Fair – September
* Apply, Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

BARI:
International Levant Fair – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair – September
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton, 1 (Tel. Brighton 26189).

VIENNA:
International Autumn Trade Fair – September
* Apply, Office of Austrian Foreign Trade Representative, 1 Hyde Park Gate, London,SW1 (Tel. 01-584 6938).

STOCKHOLM:
St. Erick's International Fair – September
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

BERLIN:
German Industries Exhibition – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BUDAPEST:
Autumn Fair (Consumer's Goods) – September 3-13
Hunexpo, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

GRAZ:
Autumn Fair – September-October
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. Museum 9325).

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies), 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

FRANKFURT:
International Trade Fair (Spring) – February
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

VIENNA:
International Spring Trade Fair – March
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

UTRECHT:
International Spring Fair – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

CAGLIARI:
Sardinian International Samples Fair – March
Apply, The President, Fiera Internazionale della Sardigna, Quartiere Fieristico, Viale A. Diaz, Cagliari.

SAARBRUCKEN:
International Saar Fair – April
* Apply, Internationale Saarmesse, 66 Saarbrücken, Messegelände.

MILAN:
International Samples Fair – April
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

HANOVER:
Hanover Fair – April-May
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

PARIS:
International Fair (Foire de Paris) – April-May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

GRAZ:
Spring Fair – April-May
* Apply, Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

VALENCIA:
International Samples Fair – May
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

BOLOGNA:
International Trade Fair – May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PADUA:
International Samples Fair – May-June
* Apply, Fairs and Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

PALERMO:
International Mediterranean Fair – May-June
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo.

BARCELONA:
International Samples Fair – June
* Apply, Feria Official e Internacional de Muestras, Avenida Maria Cristina, Barcelona.

LISBON:
International Trade Fair – June
* Apply, State Information and Tourist Office for Portugal, 20 Lower Regent Street, London SW1 (Tel. 01-930 2455).

TRIESTE:
International Samples Fair – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 734 2411).

NAXXAR:
Malta Trade Fair – July 1-15
* Apply, General Manager, Malta Trade Fair Corporation Fair Grounds, Naxxar.

BILBAO:
International Samples Fair – August
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

FRANKFURT:
International Trade Fair (Autumn) – August
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

MESSINA:
International Trade Fair – August
Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

UTRECHT:
International Autumn Fair – August-September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BERLIN:
German Industries Exhibition – September
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BOLZANO:
International Samples Fair – September
* Apply, Fiera Campionaria Internazionale Di Bolzano, C.P. 297, Bolzano.

BARI:
International Levant Fair – September
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 486 1951).

VIENNA:
International Autumn Trade Fair – September
* Apply Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

ANCONA:
International Fishing and Nautical Sports Fair – June 25-July 5
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. Regent 2411).

KLAGENFURT:
Austrian Timber Fair – August 6-16
* Apply, Austrian Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

WELS:
National Agricultural Exhibition – August 28-September 6
Apply, Welser Messe, Am Messegelsende, 4601 Wels.

BUDAPEST:
International Agricultural Fair – August 28-September 20
Apply, Hungexpo, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

FREDERICA:
Fair for the Wood Industry – September 2-6
Apply, Dansk Kobestaevne, 7000 Fredericia.

MADRID:
World Poultry Congress and Exhibition – September 6-12
Apply, Secretary-General Congreso, Ministerio de Agricultura, Paseo de Infanta Isabel, 1, Madrid, 7.

KIEV:
Mechanization of Technological processes for animal husbandry – September 10-24
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions 1-a Sokolnicheski Val Moscow.

ST. GALLEN:
Agricultural and Dairy Show (OLMA) – October 8-18
* Apply, Swiss Embassy, 18 Montague Place, Bryanston Square London, W1 (Tel. 723 0701).

PARIS:
International Dairy Equipment Exhibition – November 9-15
Apply, M. Caron, 3 rue la Boetie, Paris 8e.

BRUSSELS:
The Wood Show – November-December
† Apply, General Management of the Wood Show, Palais du Centenaire, Brussels.

1971

BERLIN:
International Green Week – January 29-February 7
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
International Agricultural Exhibition – March
Apply, French Trade Exhibitons, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March
Apply French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185)

TOULOUSE:
International Agricultural Production and Rural Equipment Exhibition – March
Apply, M. le President, 9, Rue Ozenne, Toulouse.

LYONS:
International Woodworking Machinery Exhibition (Expobois) – March
Apply, Commissariat Generale, Comite Intersyndical Expobois, 150, Boulevard Bineau, Neuilly-sur-Seine.

VERONA:
International Agricultural Fair – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) – April
* Apply, Director-General de la Feria, Palacio Ferial, (Gran Via), Zaragoza.

FOGGIA:
Agricultural Fair – April May
* Apply, Ente Autonomo Fiera di Foggia, Palazzo Camera di Commercio, Via Dante 27, Foggia.

UTRECHT:
International Feed Milling Machinery Exhibition (VICTAM) – May
Apply 'VICTAM' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Netherlands.

REGGIO EMILIA:
International Pig Show – May
* Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

JONKOPING:
European Agricultural and Industrial Fair (ELMIA) – June
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. 486 1951).

SANTAREM:
Ribatejo Agricultural Fair – June
* Apply Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

PRAGUE:
1st International Agricultural Show "Agrapraha 71"
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 583 7034).

ANCONA:
International Fishing and Nautical Sports Fair – June-July
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 734 2411).

KLAGENFURT:
Austrian Timber Fair – August
* Apply, Austrian Trade Representative, 1 Hyde Park Gate, London, SW7 (Tel. 01-584 6938).

REID/INNKREIS:
International Agricultural Exhibition – August-September
Apply, Osterreichische Landwirtsschaftsmesse, Reid IM Innkreis.

ST. GALLEN:
Agricultural and Dairy Show (OLMA) – October •
* Apply, Swiss Embassy, 18 Montague Place, Bryanston Square, London W1 (Tel. 01-723 0701).

1972

BERLIN:
International Green Week – January/February
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
International Agricultural Exhibition – March
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FOGGIA:
Agricultural Fair – April-May
Apply, Ente Autonome Fiera di Foggia, Palazzo Camera de Commercio via Dante 27 Foggia.

REGGIO EMILIA:
International Pig Show – May
* Apply, Chamber of Commerce, Industry and Agriculture, Piazza Della Liberta, Reggio Emilia, Italy.

PARIS:
International Woodworking Machinery Exhibition (Expobois) – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

SANTAREM:
Ribatejo Agricultural Fair – June
* Apply, Secretario Feria Nacional de Agricultura, Feria de Ribatejo.

KLAGENFURT:
Austrian Timber Fair – August
Apply, Austrian Trade Representative in Great Britain, 1 Hyde Park Gate, London, SW7 (01-584 6938).

FRANKFURT:
International Dairy Engineering Exhibition – September 8-12
Apply, Deutsche Landwirtschafts-Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

PARIS:
International Dairy Equipment Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Aircraft and Aeronautical Equipment

1970

AMSTERDAM:
International Airport Equipment and Services Exhibition – June 29-July 4
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

TOUSSOS-LE-NOBLE:
International Light Aviation Show – September 10-14
Apply, M. Reuter, 18 Boulevard Maillot, Neuilly-sur-Seine, (Hauts-de-Seine, 92).

1971

MOSCOW:
Domestic equipment for passenger aircraft; modern ground passenger services; equipment for loading, unloading and transportation of goods in airport – March-April
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions 1-a Sokolnicheski Val Moscow.

PARIS:
International Aeronautics and Space Exhibition – May-June
Apply, M. Maillet, 4-6 Rue Galilee, Paris 16e.

1972

HANOVER:
International Air Show – April-May
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

Books and Periodicals

1970

FRANKFURT:
International Book Fair – September 24-29
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

1971

BRUSSELS:
International Book Fair – March
* Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels, 5.

BOLOGNA:
International Book Fair for Children and Youth – April-May
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

FRANKFURT:
International Book Fair – October 14-19
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

1972

BRUSSELS:
International Book Fair – March
Apply, Foire Internationale du Livre, c/o Syndicat des Editeurs Belges, Brussels 5.

BOLOGNA:
International Book Fair for Children and Youth – April-May
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Exhibition of Scientific and Technical Books – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FRANKFURT:
International Book Fair – September
* Apply, Ausstellungs-und Messe-GmbH des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

Building, Public Works and Construction Equipment

1970

BRUSSELS:
International Civil Engineering and Construction Site Equipment Exhibition (INTERMAT) – September 12-18
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

BOLOGNA:
International Building Exhibition – October 10-18
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1X 2AO (Tel. 734 0511).

OPORTO:
International Building Materials Exhibition – October 10-25
Apply, Associacao Industrial Portuense, Rua Mousino da Silveira 228, Oporto.

1971

ESSEN:
German Building Exhibition (Deubau) – February 6-14
† Apply, Gemeinnützige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

MUNICH:
International Exhibition of Building Machinery (BAUMA) – March
† Apply, The Building Exhibition, 11, Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) – March
* Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

UTRECHT:
International Building Exhibition – April 1-8
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

COPENHAGEN:
Building for Billions – April
Apply, Byggecentrum, Gyldenlovesgade 19, DK 1600 Copenhagen V.

PARIS:
International Surface Treatment and Industrial Finishing Exhibition – May
Apply, M. Ollive, 20 Rue Carpeaux, Puteaux, Hauts-de Seine 92.

MOSCOW:
Building Materials and Equipment for their production 'STROIMATERIALY '71' – September 8-22
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow 232.

PRAGUE:
International Exhibition in the Frame of the XIVth World Road and Highways Congress – September
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034.

OSLO:
Building Machines and Materials Exhibition (BYGG REIS DEG) – September/October (For Agents only)
Apply, Bygg Reisdeg, Nordisk Byggevare Messe, Landsforbund, Grensen 10, Oslo.

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equip'mag) – October
Apply, Salon de L'equipment Des Commerces, 42 Rue de Locuvre, Paris 1er.

BOLOGNA:
International Building Exhibition – October
* Apply, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, London, W1X 2AQ Tel. 734 0511).

PRAGUE:
3rd International Exhibition of Building Materials and Products – October 'CONECO 71'
Apply, Made in (Publicity), 92, Fleet Street, EC4 (Tel. 583 7034

PARIS:
International Building Exhibition (Batimat) – November
Apply, M. le Prince, 1 Avenue Niel, Paris 17e.

1972

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU) – February 5-13
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS:
International Building Materials and Accessories Exhibition (Batiment) – March
Apply, The Building Exhibition, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Building and Public Works Materials and Equipment Exhibition (Expomat) – May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

MUNICH:
International Sewage and Water Treatment Engineering Exhibition (IFAT) – October 21-28
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951)

Chemical and Allied Industries including Plastics

1970

BUDAPEST:
International Show 'HUNGAROKORR '70' (Corrosion Protection)) – October 14-23
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

UTRECHT:
International Plastics Exhibition (MACROPLASTIC) – October 29-November 5
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BRUSSELS:
Paint Technical Exhibition – November 10-15
Apply, Brussels International Fair, Palais du Centenaire, Brussels, 2.

1971

PARIS:
International Chemical Exhibition – April-May
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, SW7 (Knightsbridge 9628 (589 0185).

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC) – September 13-18
Apply, ILMAC 71, PO Box 21, Ch 4000, Basle 21.

DUSSELDORF:
Sixth International Fair for the Plastics Industry (Kunststoffe) – September 16-23
Apply: John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

UTRECHT:
International Fair for Machinery and Equipment for Chemicals, Foodstuffs and Food and Drink Industries (MACHEVO) – October
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSTRAVA:
2nd International Exhibition of Laboratory Equipment. International Symposium on Laboratory Methods – October 'INTERLAB 71'
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034).

DUSSELDORF:
Sixth International Fair for the Plastics Industry (Kunststoffe) – October
Apply: John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

1972

MUNICH:
3rd International Trade Exhibition and Congress for Biochemical Analytica – April-May
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BASLE:
International Surface Treatment Exhibition (Surface) – September 6-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Clothing

1970

COLOGNE:
International Men's Fashion Week – August 28-30
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

TURIN:
International Fashion Trade Fair (SAMIA) – September 11-14
Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W1 (Tel. 01-493 6420).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – September 13-16
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE:
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear – September 17-20
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

COPENHAGEN:
Scandinavian International Fashion Week – September 27-30
Apply, B. Soltan, International Fashion Week, Erhvervenes Udstillingsselskab Bella Centrat A/S, Hvidkildevej 64 DK 2400 Copenhagen NV.

COPENHAGEN:
Fashion Fair – September 27-30
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

BELGRADE:
XI International Clothing Fair 'Fashion in the World' (Moda A Sveta 1970) – October 2-11
Apply, Beigradski Sajam, Bulevar Vojvode Misica 14 PO Box 408 Belgrade.

MUNICH:
Fashion Week – October 4-8
* Apply, Mode-Woche Munchen GmbH, 8 Munchen 90, Brecherspitzstrasse 7.

BERLIN:
Fashion Week – October 12-23 (including 'Interchic' – October 11-15)
* Apply, Industrie Und Handelskammer Zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE:
International Fair for the Child – October 16-18
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Women's Ready-to-wear Clothing (Pret-a-Porter) – October 17-22
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

VIENNA:
Ladies' Fashion Show – October 11-14
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October 25-29
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

NICE:
Cote D'Azur Festival de la Mode (Fashion Festival) – October-November
Apply, M. Viterbo, President, 2 Boulevard Victor-Hugo, Nice (Alpes-Maritimes).

PARIS:
Children's Fashion Show – November 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

WIESBADEN:
International Millinery Trade Fair (INTERHUT) – November 29-December 1
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1971

LIUBLJANA:
'Moda 71' Fashion Fairs – January 15-24
Apply, Arpent Corringgales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

PARIS:
European Menswear Exhibition – February
Apply, Promas, 8 Rue de Richelieu, Paris, 1er.

PARIS:
Corsetry and Lingerie Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Children's Fashion Show – February 7-10
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

COPENHAGEN:
International Men's Fashion Fair – February
Apply, Udestillingshalien Forum A/S, Julius Thomsens Plads 1, 1925 Copenhagen V.

COPENHAGEN:
Fashion Fair – March
Apply, Udstillingsallen Forum A/S, Julius Thomsens Plads 1, 1925 Copenhagen V.

MUNICH:
Fashion Week – March
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

DUSSELDORF:
International Fashion Trade (IGEDO) – March
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE:
International Fair for the Child – March 19-21
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Women's Ready-to-wear Clothing (Pret-a-Porter) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BERLIN:
Fashion Week – April (including 'Interchic')
* Apply: Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenberstrasse 16-18

VIENNA:
Ladies' Fashion Show – April
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4,1030 Vienna 3.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April
Apply: John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS:
International Clothing Trade and Knitwear Industries Equipment Exhibition – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

BELGRADE:
International Fair of Tissues Samples and Accessories for Clothing Industry – April 25-May 27 (SETEX 70)
Apply, Arpent, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

WIESBADEN:
International Millinery Trade Fair (Interhut) – June 6-8
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

COLOGNE:
International Men's Fashion Week – August
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

COPENHAGEN:
Fashion Fair – September
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads, 1925 Copenhagen V.

COLOGNE:
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 9325).

COLOGNE:
International Fair for the Child – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

VIENNA:
Ladies' Fashion Show – October
Apply, Fachverband der Bekleidungsindustrie Osterreichs, Schwarzenbergplatz 4, 1030 Vienna 3.

MUNICH:
Fashion Week – October
* Apply, Mode Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

BERLIN:
Fashion Week – October (including 'INTERCHIC')
* Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Harlenbergstrasse 16-18.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BRNO:
Second International Conference of the Textiles and Clothing Industries (CETOK '70) – October
Apply, Ing. V. Riechstradter C.Sc., Conference Director, Cetok '70, Hybesova 42, Brno 11.

WIESBADEN:
International Millinery Trade Fair (INTERHUT) – November 28-30
* Apply, Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) – November
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1972

PARIS:
Exhibition of Lace, Embroidery and Fabrics for Corsetry-Lingerie – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
Corsetry and Lingerie Exhibition – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
Children's Fashion Show – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate SW7 (Tel. 01-589 0185).

PARIS:
European Men's Wear Exhibition – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

COLOGNE:
International Fair for the Child – March 10-12
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – March
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
International Exhibition of Clothing and Knitwear Industries Equipment – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel.01-589 0185).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April
* Apply, John Buck, (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MUNICH:
International Fashion Week – April
* Apply, Mode-Woche München GmbH, 8 München 90, Brecherspitzstrasse 7.

VIENNA:
Ladies' Fashion Show – April
* Apply, Fachverband der Bekleidungsindustrie Osterreichs Schwarzenbergplatz 4, 1030 Vienna 3.

BERLIN:
Fashion Week (including INTERCHIC) – April
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE:
International Men's Fashion Week – August
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

COLOGNE:
International Fair of Lingerie, Foundation Garments, Underwear and Swimwear – September
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, Lonln, W1 (Tel. 01-695 6633).

MUNICH:
International Fashion Week – October
Apply, Mode-Woche München GmbH, 8 München 90, Brechrspitzstrasse 7.

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-695 6633)

COLOGNE:
International Fair for the Child – October
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

BERLIN:
Fashion Week (including INTERCHIC) – October
* Apply, Industrie-und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

VIENNA:
Ladies' Fashion Show – October
* Apply Fachverband der Bekleidungsindustrie Osterreichs Schwarzenbergplatz 4, 1030 Vienna 3.

Engineering, Electrical and Electronics, including Radio and Television

1970

DUSSELDORF:
International Hi-Fi Exhibition – August 21-30
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 636 9325).

TURIN:
International Technical Exhibition (AUTUMNO TORINESE) – September 25-October 6
* Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

COPENHAGEN:
International Electronics, Automation and Instruments Exhibition – September-October
Apply, Sekretariat, Julius Tomsens Plads 1, Copenhagen 1.

BORDEAUX:
Radio and Television Exhibition – October 3-12
Apply, Commissaire General, 16 Rue de Presles, Paris, 15e.

LJUBJANA:
International Modern Electronics Exhibition – October 6-11
Apply, Arpent Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

BUDAPEST:
International Show for Radio and Television Techniques – October 10-18
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

AMSTERDAM:
International Electronic Components Exhibition (FIAREX) – October 12-16
Apply, Secretariaat, FIAREX-Organisatie, Minervalaan 82, Amsterdam.

PRAGUE:
International Exhibition 'Elektrotherm' – October 12-20
Apply, Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

MUNICH:
International Exhibition of Electronic Components and Related Measuring and Production Equipment (Electronica) – October
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TOULOUSE:
Radio and Television Exhibition – October 31-November 8
Apply, Salon de la TSF, 35, rue de la Daibade, Toulouse.

MILAN:
Instrumentation & Automation Fair – November 20-26
Apply, Federazione Della Associazioni Scientifiche & Techniche, (FAST) Di Milano, P.Le Morandi 2, Milan.

1971

GOTHENBURG:
Scandinavian Lighting Fair – January
Apply, Skandinavisk Belysnings Massa, Box 52, 285 00 Markaryd.

PARIS:
International Lighting Exhibition – January
Apply, French Trade Exhibition, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

BASLE:
International Exhibition of Industrial Electronics (INEL) – March 9-13
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

PARIS:
International Festival of Sound – March
Apply, Commissaire General, 16, Rue de Presles Paris, 15e.

PARIS:
International Exhibition of Electronic Components – March-April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, S.W.7 (Tel. 01-589 0185).

THE HAGUE:
European Association of Radiology Congress and Exhibition – June 14-16
Apply, Secretariat, c/o Holland Organizing Centre, Lange Voorhout 16, The Hague.

BERLIN:
International Radio and Television Exhibition – August 27-September 5
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
Radio and Television Exhibition – September
Apply, Commissaire General, 16, Rue de Presles Paris, 15e.

AMSTERDAM:
International Radio and Television Exhibition (FIRATO) – September
Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

TURIN:
International Technical Exhibition (AUTUMNO TORINESE) – September 25-October 10
* Apply, Salone Internazionale Della Technica, Corso Massimo D'Azeglio 15, Turin.

PRAGUE:
4th International Exhibition of Hi-Fi EQUIPMENT, Cassette Recorders, Video-Tape Recorders, Records and Music Cassettes. 'HI-FI EXPO 71' – October
Apply, Made in (Publicity), 92 Fleet Street, London, E.C.4 (Tel. 01-583 7034).

HELSINKI:
Television and Radio Show – October/November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1972

PARIS:
International Lighting Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Electric and Mechanical Industries Exhibition (Mecanelec) – April
Apply, Managing Director, 40 Rue de Colisee, Paris 8e.

PARIS:
International Exhibition of Electronic Components – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Electrical Equipment Exhibition – May
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-598 0185).

DUSSELDORF:
International Hi-Fi Exhibition – August
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MUNICH:
International Exhibition of Electronic Components and Related Measuring and Production Equipment (Electronica) – November
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

Engineering, Other

1970

BILBAO:
International Trade Fair – July 1-12
* Apply, Feria de Muestras Internacionale de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

COPENHAGEN:
International Chemico Technical Process Equipment (Kem-Tek) – August
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 636 9325).

OSLO:
Technical Fair – September 4-13
Apply, Maskingrossistennes Forening, Drammensvn 30, Oslo 2.

HANOVER:
Machine Tool Exhibition – September 6-15
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

COPENHAGEN:
International Fair for Tools and Machine Tools – September 14-19
Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs Alle 20, 2100 Copenhagen O.

CHARLEROI:
International Technical and Industrial Exhibition – September
Apply, Secretariat, Palais des Expositions, Charleroi.

PADUA:
International Exhibition of Mechanical Handling and Storage (TRAMAG) – October 7-11
* Apply, Fiera di Padora, Tramag, Via N. Tommases, Padua.

HAMBURG:
International Marine Engineering Exhibition – October 8-12
† Apply, Planten Un Blomen, 2 Hamburg 36, Am Dammtor.

STOCKHOLM:
Technical Fair – October 9-15
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

MOSCOW:
Modern geological survey equipment and instruments (including magnomometers, radio-metres, gravity meters) – October 26-November 4
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions 1-a Sokolnicheski Val Moscow.

ZURICH:
International Hydraulics and Pneumatics Exhibition – October 29-November 3
† Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

COPENHAGEN:
International Technical Fair (ITEM) – November 16-21
Apply, Udstillingsselkabet UFESAS, Ryvangs Alle 20, Copenhagen O.

1971

ZURICH:
International Trade Fair for high precision techniques, dimensional measurement and control (Microtecnic) – January 28-February 2
Apply, AGIFA, Postfach 257, 8033 Zurich.

VERONA:
International Earth-Moving and Construction Equipment Exhibition (SA. MO. TER) – February
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Materials Handling Exhibition – May
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro Aqua) – June 8-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

MOSCOW:
MTTA Exhibition 1971 – July 22-August 2
Apply, The Machine Tools Trades Association, 25-28 Buckingham Gate, London, SW1.

LENINGRAD:
Foundry Equipment (for mass production) – August
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions 1-a Sokolnicheski Val Moscow.

PRAGUE:
International Exhibition in the Frame of the Symposium arranged by IABSE (International Association for Bridge and Structural Engineering) – September
Apply, Made in (Publicity), 92 Fleet Street, E.C.4 (Tel. 583 7034).

PADUA:
International Exhibition of Mechanical Handling and Storage (TRAMAG) – October
* Apply, Fiera di Padova, Tramag, Via N. Tommases, Padua.

MILAN:
Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid 71) – October
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

PARIS:
International Hydraulics and Compressed Air Exhibition – October
Apply, Salon International des Techniques et Pneumatiques, 20 Rue Carpeaux, 92 Puteaux.

STOCKHOLM:
Technical Fair – October
Apply, Marketing Exhibitions Ltd., 113-123, Upper Richmond Road, London, S.W.15 (Tel. 01-788 1186).

COPENHAGEN:
International Technical Fair – October
Apply, Udstillingsselskab UFESAS, Ryvange Alle, 20 Copenhagen.

OSLO:
Automatica – November
Apply, Norwegian Industries Development Assoc., Forskningsveien 1, Oslo 3.

ZAGREB:
International Biennial Machine-Tools Fair (BIAM) – November 22-27
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

BASLE:
International Mechanical Handling Exhibition – February 3-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS:
International Festival of Sound – March
Apply, Commissaire General, 16 Rue de Presles, Paris 15e.

MALMO:
Mechanical Industries Fair (Mekanik) – April
Apply Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

ZURICH:
International Hydraulics and Pneumatics Exhibition – November
† Apply, Trade and Technical Press Ltd., Crown House, Morden Surrey (Tel. 01-540 3897).

Fancy Goods, Jewellery and Giftware

1970

TALLIN:
Equipment used in the production of jewellery – July 14-24
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

PARIS:
French Fancy Jewellery Exhibition – September 6-14
Apply, M. Jullien, 10 Rue Charlot, 75-Paris 3e.

1971

MILAN:
International Fancy Goods, Stationery and Giftware Exhibition (CHI-BI-CAR) – February
* Apply, E. A. Fiera Milano, Campionaria Internazionale 20145 Milano, Largo Domodossola 1.

PARIS:
The Business Gift Fair – June
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1972

MILAN:
International Fancy Goods, Stationery and Giftwear Exhibition (CI-BI-CAR) – February
* Apply, E. A. Fiera Milano, Campionaria Internazionale 20145 Milano, Largo Domodossola 1.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

PLZEN:
5th Exhibition of Food Products and of Equipment for Food and Catering, Tourism 'EX PLZEN' – June/July
Apply, Made in (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

HAMBURG:
International Food and Delicatessen Exhibition (LEFA) – August 27-Septembe 2.
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

BOLOGNA:
International Foodstuffs Exhibition – September 12-20
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

MUNICH:
International Exhibition of Groceries and High Class Provisions (IKOFA) – September 19-27
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

NOVI SAD
7th Fair of Fruit, Vegetable and processed Products – September 26-October 4
Apply, ARPENT, Hartford Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

PARMA:
International Exhibition of Preserved Foods and Packing – September 26-October 4
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

BUDVA:
Second Adriatic Salon for Tourism and Catering – October 1-10

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'Hotel) – October 8-19
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

KISHINEV:
Equipment for processing grapes and for production juices and equipment for soft drinks industry; equipment for horticulture – October 9-21
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val Moscow.

BERLIN:
German Restaurant, Catering and Food Exhibition – October 15-25
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS:
Food and Home Exhibition (Arts Menagers) – October
Apply, S.I.M.P.A., 29-31 Boulevard du Jardin Boutanique, Brussels, 1.

MONTPELLIER:
International Wine Fair – October
Apply, M. le President, Parc du Polygone, Montpellier (Herault).

DIJON:
International Gastronomy Exhibition – October 30-November 11
Apply, M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon, Cote-d'Or 21.

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST) – November 2-6
Apply, Svenges Hotel Restaurangutstallningarab, Kansli Box 4034, 20311 Malmo 4.

PARIS:
International Exhibition for the Malt and Beer Industries – November 9-15
Apply, M. Caron, 3 Rue la Boetie, Paris 8e.

PARIS:
International Food Exhibitin (SIAL) – November 9-15
Apply: SOPEXA, 14 Berkeley Street, London, W1X 5AD (Tel. 01-629 5353).

PARIS:
International Exhibition for Materials, Techniques and Wholesale Trade for Meat Industry (MATIC) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

PARIS:
International Food Equipment Industries Exhibition (Material) – November 9-15
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI:
Food Fair – November 11-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

GENOA:
Hotel and Tourist Equipment Exhibition (Tecnhotel) – November 14-25
* Apply, E. A. Fiera Internazionale di Genova, Piazzale, J. F. Kennedy, 16129 Genova.

BARCELONA:
Hogarotel November 18-29
Apply, Salon Monografico Nacional, Avenida Maria Cristina, Barcelona.

1971

BRUSSELS:
International Chocolate, Confectionery and Biscuit Exhibition – February
Apply, Salon International Biscochoc, 41 Rue F. J. Navez, Brussels, 3.

BOLOGNA:
International Foodstuffs Exhibition – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA:
International Supermarkets Exhibition – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale, 43100 Parma.

BERLIN:
International Bakery Exhibition (i b a) – May 8-16
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22

FRANKFURT:
International Meat Processing Equipment Exhibition (Interfam) – May 15-23
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, EC4 (Tel. 01-236 5050).

MOSCOW:
Modern Equipment for Trade and Public Catering Establishments 'Intorgmash '71' – May 26-June 9
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow 232.

PLZEN:
International Participation in 6th Exhibition of Gastronomy and Tourism 'Ex Plzen 71' – June/July
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

DUBLIN:
Irish International Food and Drink Fair – September 4-11
Apply, Industrial Trade Fairs (Ireland) Ltd., 39 Upper Fitzwilliam Street, Dublin 2.

MUNICH:
International Brewery and Beverage Machinery Exhibition (Interbrau). – September 13-18
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARMA:
International Exhibition of Preserved Foods and Packing – September-October
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W1 (Tel. 01-734 2411).

BRNO:
4th International Shop and Restaurant Equipment Show and International Symposium 'Inteco 71' – October
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

MALMO:
International Hotel and Restaurant Fair (Resta V) – September 29-October 2
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. Hunter 1951).

PARIS:
International Hotel and Catering Equipment Exhibition (Equip'Hotel) – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE:
International Exhibition of Fine Foods and Provision (Anuga) – October
Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

BASLE:
International Exhibition and Congress of Hotel and Catering (Igeho) – November 17-23
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

GOTHENBURG:
'Charkuteri 71' (Meat Trade Exhibition) – November
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

GENOA:
Hotel and Tourist Equipment Exhibition (Tecnhotel) – November
Apply, E. A. Fiera Internazionale Di Genova, Pizzale J. F. Kennedy, 16129 Genova.

1972

STUTTGART:
International Hotel and Restaurant Trade Exhibition (Intergastra) – April 16-23
Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intesuc) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARMA:
International Supermarkets Exhibition – April-May
Apply, Foire Internationale des Supermarkets, Parce Ducale 43100 Parma.

PARIS:
International Hotel and Catering Equipment Exhibition (Equip-Hotel) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Exhibition for the Materials, Techniques and Wholesale Trade for the Meat Industry (Matic) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Food Exhibition (Sial) – October
Apply, Sopex, 14 Berkeley Street, London, W1X 5AD (Tel. 01-629 5353).

PARIS:
International Food Equipment Industries Exhibition (Material) – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Exhibition for the Malt and Beer Industries – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate London, SW7 (Tel. 01-589 0185).

Footwear

1970

FLORENCE:
Shoe and Leather Fair – September 3-8
* Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfona 9, Florence.

ALICANTE:
Elda International Footwear and Allied Industries Fair – September 13-19
Apply, Feria International del Calzado y Industrias a Fines, Elda, Alicante.

DUSSELDORF:
Footwear Samples Display (GDS) – September 26-28
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

COPENHAGEN:
Danish Shoe Fair – October
Apply, Sylows Alle 5, Copenhagen F.

1971

BOLOGNA:
International Shoe and Leather Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

DUSSELDORF:
Footwear Samples Display (GDS) – April
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

ZAGREB:
20th International Leather and Footwear Week – May 11-16
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London W1 (Tel. 01-486 1951).

FLORENCE:
Shoe and Leather Fair – September
Apply, Secretary General Mostra Campionaria Calzature, Pelletterie Cuoio, Via Valfonda 9, Florence.

DUSSELDORF:
European Footwear Samples Display (GDS) – September
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

DUSSELDORF:
European Footwear Samples Display (GDS) – April
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London W1 (Tel. 01-636 9325).

DUSSELDORF:
European Footwear Samples Display (GDS) – September
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Furniture, Furnishings, Household Equipment and Hardware

1970

AALBORG:
Modern Furniture Trade Fair – August
Apply, Foreningen Mobelforanchens Facilesudstilling, Knudsgade 5, 9000 Aalborg.

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 5-8
Apply, Macef General Secretariat, Via Solferino 25, Milan.

BASLE:
International Hardware Fair (Interferex) – September 6-8
Apply, Interferex A.G. Talstrasse 66, 8001 Zurich.

COLOGNE:
International Household Goods and Hardware Fair – September 11-13
Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

GOTHENBURG:
International Home and Household Exhibition – September 12-20
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat, 52, 411 37 Gothenburg.

OSLO:
Today's Housekeeping – September 25-October 5
Apply, The Association of Grocery Retailers, Oslo 1.

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam) – October 3-8
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1.

TOULOUSE:
Domestic Arts Exhibition – October 3-18
Apply, Commissaire Generale, 4 Rue Jouxt-Aigues, Toulouse.

BELGRADE:
International Fair of Furniture and Interior Decoration – October 23-November 1
Apply, Beogradski Sajam, Bul. Vojvode Misica 14 P.O. Box 405 Belgrade.

BRUSSELS:
International Hardware Fair – October 25-28
Apply, Commissaire General, International Hardware Fair, 14 Rue Duquesnoy, Brussels, 1.

BORDEAUX:
Home Comfort Exhibition – October 31-November 11
Apply, M. le President, 12 Place de la Bourse, Bordeaux (Gironde).

LILLE:
Women's and Children's Home Comfort Exhibition – October 31-November 11
Apply, M. Boucnery, Palais de la Foire, Lille (Nord 59).

GENEVA:
Ideal Home Exhbition – October 28-November 8
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS:
Childhood, Youth and Family Exhibition – November
Apply, M. Mangeret, 11, Rue Anatole-de-la-Forge, Paris, 17e.

BRUSSELS:
Furniture Exhibition – November-December
Apply, Foire du Meuble, 13-15, Rue de Livourne, Brussels, 5.

1971

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 13-17
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Furniture Exhibition – January
Apply, Trench Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Carpet and Floor Coverings Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

STOCKHOLM:
Swedish Furniture Fair – February
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186).

COLOGNE:
International Household Goods and Hardware Fair – February
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Domestic Arts Exhibition (Arts Menagers) – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

TURIN:
Domestic Art Exhibition – March
* Apply, Secretaria Generale, Corso Massimo d'Azeglio 15, Turin.

LYONS:
International Hardware Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. REGent 0511).

AMSTERDAM:
International Household Fair – April
* Apply Geirt v.d., Veenstraat 94, Amsterdam.

COPENHAGEN:
Danish Furniture Fair – May
Apply, Mobelfabrikantforeningen i Denmark, Hellerupvej 8, Hellerup.

ST. GALLEN:
International Antique Reproductions Exhibition (Kopantiqua) – June 7-9
Apply, Allardyce-Hampshire, 213 Oxford Street, London, W1 (Tel. 01-437 8644).

COLOGNE:
International Fair of Accessories & Materials used for Woodworking Furniture, Upholstery, and Mattresses for House, Ship and Vehicle Budding and for light Constructional Work (INTERZUM) – June
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 5-8
Apply, MACEF General Secretariat, via Solferino 25, Milan.

GOTHENBURG:
nternational Home and Household Exhibition – September
Apply, Utstallningen Dagens Hushall, Goteborg Kopmannaforbund, Vasagat 52, 411 37 Gothenburg.

COLOGNE:
International Household Goods & Hardware Fair – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

OSLO:
Today's Housekeeping (Dagens Husholding) – September-October
Apply, The Association of Grocery Retailers, Oslo, 1.

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam and Promeuropam) – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. REGent 0511).

GENEVA:
Ideal Home Exhibition – October-November
Apply, Secretariat, Salon des Arts Menagers, 18 Quai de l'Ecole de Medicine, 1211 Geneva 4.

PARIS:
Childhood, Youth and Family Exhibition – October-November
Apply M. Mangeret, 11, rue Anatole-de-la-Forge, Paris, 17e.

UTRECHT:
International Furniture Exhibition – November
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 12-16
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

COLOGNE:
Intrnational Furniture Fair – January
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. 01-799 2134).

PARIS:
International Exhibition of Machinery and Materials for the Furniture Manufacturing Industry (Appromeuble) – January
Apply, Appromeuble, 22 Avenue Franklin-Roosevelt, Paris, 8e.

PARIS:
Furniture Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Carpet and Floor Covering Exhibition – January
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE:
International Household Goods & Hardware Fair – February
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 299, Victoria Street, London, SW1 (Tel 01-799 2134).

TURIN:
Domestic Art Exhibition – March-April
* Apply Secretaria Generale Corso Massimo d'Azeglio 15, Turin.

AMSTERDAM:
International Household Fair – April-May
* Apply Geirt v.d. Veenstraat 94, Amsterdam.

COPENHAGEN:
Danish Furniture Fair – May
Apply, Mobelfabrikantforinger, Heverpvey, 8, Hellerup.

COLOGNE:
International Household Goods and Hardware Fair – September
Apply H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

BASLE:
International Hardware Fair (Interferex) – September
Apply, Interferex AG, Talstrasse 66, 8001, Zurich.

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September
Apply MACEF General Secretariat, via Soferino 25, Milan.

Handicrafts

1970

HERNING:
Handicrafts and Industrial Fair – September 5-13
Apply, Secretariate, A/S Herning-Hallen, Herning.

PARIS:
Exhibition of Artistic Workshops – September 6-11
Apply, M. Guillot, President, 45, Rue des Petites Ecuries, Paris, 10e.

PARIS:
Do-It-Yourself Exhibition – November
Apply, Salon du Bricolage, 42, Rue du Louvre, Paris, 1er.

TOULOUSE:
Do-It-Yourself Exhibition – November 28-December 6
Apply, M. Devos, Parc des Expostions, Toulouse.

1971

PARIS:
Exhibition of Artistic Workshops – January
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

MUNICH:
International Fair of Handicrafts and Small Enterprises – April
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Fair – April-May
* Apply, Mostra Mercalo Nazionale dell Artiganato, Piazza della Liberta 1, Florence.

HAMBURG:
You and Your World – Show of Modern Living with Do-It-Yourself and Hobby Shows – August
† Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

HERNING:
Handicrafts and Industrial Fair – September
Apply, Secretariate, A/S Herning Hallen, Herning (7400).

PARIS:
Exhibition of Artistic Workshops – September
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
Do-It-Yourself Exhibition – November
Apply, Salon du Bricolage, 42, Rue du Louvre, Paris, 1er.

1972

PARIS:
International Domestic Arts Exhibition (Arts Menagers) – March
Apply French Trade Exhibitions, 24 Rutland Gate, London, S.W.7 (Tel. 01-589 0185).

MUNICH:
International Light Industries and Handicrafts Fair – March
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FLORENCE:
International Handicraft Exhibition – April-May
* Apply Mostra Mercalo Nazionale dell Artigianto, Piazzo Della Liberta 1, Florence.

PARIS:
Do-It-Yourself Exhibition – November
Apply, Salon Du Bricolage, 42 Rue du Louvre, Paris, 1er.

Heating and Ventilating

1971

UTRECHT:
Heating, Refrigeration and Air Conditioning Exhibition – February 16-20
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

STUTTGART:
International Trade Fair for Oil and Gas Heating (INTHERM) – March 3-7
* Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

FRANKFURT:
International Exhibition for Heating and Plumbing Equipment – March 31-April 4
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

COPENHAGEN:
International Fair for Heating, Ventilating and Sanitation – May 14-23
Apply, Udstillingshallen Forum A/S, Jul. Thomsens Plads, 1925 Copenhagen V.

HELSINKI:
Heating, Plumbing and Air Conditioning Fair – May
Apply, Exhibition Consultants Ltd., 11 Manchester Square, W1 (Tel. 01-486 1951)

ZAGREB:
International Exhibition of Heating, Cooling and Air-condtioning Equipment, 'INTERKLIMA' – June 21-27
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE:
International Exhibition of Housheating, 'Housheating' – October
Apply, Rapid Advertising Agency, Mica 28, Rojna 13, Prague 1.

PRAGUE:
4th International Exhibition of Heating and Air-conditioning Technology, 'PRAGOTHERM '71' – November 11-18
Apply, Made in (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

1972

STUTTGART:
International Trade Fair for Oil and Gas Heating (INTHERM) – March 22-26
* Apply, CES (OVERSEAS) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

Horticulture and Horticultural Equipment

1970

VEILNG:
Horticultural Exhibition WEHATE – September 1-5
Apply, Internationale Technische Tuinbouwbeurs, Wehate, Middelbroekweg 10, Naaldwijk.

LJUBLJANA:
Gardening Fair – September 18-23
Apply, Corringales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

1971

BRUSSELS:
International Garden Show – February-March
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels, 1.

GENOA:
International Flower and Plant Exhibition (EUROFLORA) – April 17-25
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

1972

BRUSSELS:
International Garden Show – February-March
Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels 1.

HAMBURG:
International Garden Exhibition – April-October
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

Hospital and Medical Equipment

1970

PRAGUE:
International Exhibition of Medical Equipment and Pharmaceuticals (Medicexpo '70) – June 24-July 3
Apply, Made In (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

PRAGUE:
International Exhibition of Anaesthetic Apparatus and Equipment 'Anaesthesiologie 70' – August 31-September 4
Apply, Made In (Publicity) Opletalova 5, Praha 1, Prague.

PRAGUE:
International Exhibition of Surgical Instruments, Equipment and Pharmaceutic 'Chirugie '70' – September 8-10.
Apply, Made In (Publicity) Opletalova, 5, Praha 1 Prague.

FRANKFURT:
International Druggists' Exhibition (Indrofa) – September 18-22
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

VIENNA:
International Exhibition of Hospital and Medical equipment – October 7-11
Apply, Sekretariat, Arbeitsgemeinschaft fur Fachausstellungen, Loquaiplatz 13, Vienna 6.

VIENNA:
Van Swieten Medical Congress and Exhibition – October 19-24
Apply, M. Rodler, Medizinische Ausstellungs und Werbe Gesellschaft, Vienna.

MOSCOW:
Prosthetic-orthopaedic articles and equipment – October 26-November 4
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, I-a Sokolnicheski Val Moscow.

HELSINKI:
Physicians Days Exhibition – November 15-20
Apply, Dr. E. Klinge, Finish Doctors Association, Helsinki.

1971

COPENHAGEN:
International Scandinavian Dental Fair – January
Apply John Buck (Trade Fairs Ltd.), 44 Newman Street, W1 (Tel. 636 9325).

BASLE:
International Fair for Medical Electronics and Bioengineering (Medex) – March 9-13
Apply, Medex 71, PO Box 21, Ch 4000, Basle 21.

GOTHENBURG:
Medical Care and Health Exhibition – March 10-14
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 636 9325).

ZURICH:
International Trade Fair for Hospital and Medical Equipment – May 5-9
Apply, Arbeitsgemeinschaft fur Fachmessen, Sekretariat Hofackerstrasse 36, 8032 Zurich.

STUTTGART:
International Hospital Exhibition (Interhospital 71) – May 11-14
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

DUBLIN:
Obstetrics and Gynaecology Exhibition – May 19-21
Apply, ETA Congresses and Expositions, 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

BERLIN:
Pharmaceutical and Medico-Technical Exhibition – June 1-6
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22

MUNICH:
18th International Dental Exhibition – June 17-21
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE:
International Exhibition during the 4th European Congress of Neurosurgery ('NEUROSURGERY 71') – June 27-July 2
Apply Made In (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034).

PRAGUE:
International Exhibition during the 7th World Congress of Chemotherapy ('CHEMOTHERAPIA 71') – August 23-28
Apply Made In (Publicity), 92 Fleet Street, EC4 (Tel. 583 7034).

HELSINKI:
Physicians Days Exhibition – November
Apply, Dr E. Klinge, Finnish Doctors' Association, Helsinki.

BRUSSELS:
International Exhibition of Hospital and Medical Equipment – November
Apply, Secretary, Avenue du Domaine, Brussels, 5.

Laundry and Allied Services

1970

PARIS:
International Laundry, Dyeing and Dry-Cleaning Exhibition – December 11-21
Apply, Comite Interfederal de Liaison Blanchisserie Teint, 127 Rue de Picpus, Paris 12e.

1971

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean) – April 20-23
Apply, Rai Gebouw N.V., 8 Europaplein, Amsterdam.

Leather, Leather Goods and Fur

1970

OFFENBACH:
International Leather Goods Fair – August 29-September 2
Apply, Offenbacher Messe GmbH, 605 Offenbach am Main, 1 Kaisenstrasse 108-112.

PARIS:
International Leather Week (Semaine du Cuir) – September 10-15
Apply, M. de Cardaillac, Conseil National du Cuir, 2 Rue Edouard VII, Paris, 9e.

BRUSSELS:
International Leather and Shoe Show – September
Apply, Secretariat de l'Institut National du Commerce, Lange Kruis Straat 7, Ghent.

1971

PARIS:
Fancy Leather Goods and Travel Articles Fair – January
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate London, SW7 (Tel. 01-589 0185).

BRUSSELS:
International Leather Goods Exhibition – January
Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels 1.

OFFENBACH:
International Leather Goods Fair – February
* Apply, Offenbacher Messe GmbH, 605 Offenbach am Main, 1 Kaiserstrasse 108-112.

PARIS:
International Fur Trade Exhibition – April
Apply, M. Lebel, 36 Avenue de l'Opera, Paris 1er.

FRANKFURT:
International Fur Fair – April 24-28
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH:
International Leather Goods Fair – August
* Apply, Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS:
International Leather Week (Semaine du Cuir) – September
Apply, M. de Cardaillac, Conseil National du Cuir, 2 Rue Edouard VII, Paris 9e.

1972

OFFENBACH:
International Leather Goods Fair – February
* Apply, Offenbach Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

BOLOGNA:
International Shoe and Leather Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

PARIS:
International Fur Trade Exhibition – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-587 0185).

FRANKFURT:
International Fur Fair – April
* Apply, Frankfurter Rauchwaren-Messe GmbH, 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH:
International Leather Goods Fair – August
* Apply, Offenbach Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PARIS:
International Leather Week – September
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Motor Vehicles, Motor Cycles and Bicycles

1970

PRAGUE:
Man and Car – June 26-July 5
Apply, Interpress Exhibitions and Publicity, Dept. Park Kultury and Oddechu Praha 7 – Holesovice.

COLOGNE:
International Bicycle and Motor Cycle Exhibition (IFMA) – September 26-29
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, S.W.1 (Tel. 01-799 2134).

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October 1-11
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN:
International Motor Show – October 28-November 8
Apply, Comitato Organizzatore Salone Internazionale Dell Automobile, Corso Galileo Ferraris 61, Turin.

1971

BRUSSELS:
International Motor Show – January
Apply, Salon de l'Automobile, 22 Rue du Luxembourg, Brussels 4.

AMSTERDAM:
International Motor Show – February
Apply, Netherlands Cycle and Automobile Industry Association 8 Europaplein, Amsterdam Zt.

GENEVA:
International Motor, Motor Cycle and Cycle Show – March 11-21
Apply, Secretariat permanent, Case Postale 1211, 1200 Geneva.

FRANKFURT:
International Motor Exhibition – September 16-26
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main, Westendstrasse 61.

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October
Apply, M. le President, 3 Avenue du President Wilson, Paris, 16e.

TURIN:
International Motor Show – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso, Galileo Ferraris 61, Turin.

1972

STUTTGART:
Motor-Sport-Hobby Exhibition – January 29-February 6
† Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

GENEVA:
International Commercial Vehicle Exhibition – January 29-February 6
Apply, Secretariat Permanent Case Postale 1211 1200 Geneva.

GENEVA:
International Motor Show – March 9-19
Apply, Secretariat Permanent Case Postale 1211 1200 Geneva.

COLOGNA:
International Cycle and Motor Cycle Exhibition (IFMA) – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London SW1 (Tel. 01-799 2134).

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Music and Musical Instruments

1971

CANNES:
International Record and Music Publishing Market (MIDEM) – January
Apply, Mitch Murray Organization, 13 Sunnyfield, Mill Hill, London, NW9 (Tel. 01-959 1411).

Office Machinery and Equipment

1970

COPENHAGEN:
International Exhibition of Office Equipment and Business Machines – September
Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Q.

OSLO:
International Office Machinery and Equipment Exhibition (KONTOR) – September
Apply, Kontormaskinforhandlernes Landsforning, Prinsensgt, 21, Oslo.

DUBLIN:
Commercial Productivity Exhibition (Compex 70) – September 15-19
Apply, ETA (Congresses and Expositions), 74 Northumberland Road, Ballsbridge, Dublin 4, Ireland.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September 22-27
* Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS:
International Business Machines and Office Equipment Exhibition (SICOB) – September 24-October 3
Apply, M. Hermieu, Salon de l'Equipment de Bureau, 6 Place de Valois, Paris, 1er.

HELSINKI:
Exhibition of Business Machines and Equipment (KT 70) – October 19-24
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1971

VIENNA:
International Office Organization Exhibition (IFABO) – February 7-10
Apply, Arbeitsgemeinschaft Buroorganisation (Working Committee for Office Organisation), Karl Schwaighofergasse 14, 1070, Vienna.

COPENHAGEN:
International Exhibition of Office Equipment and Business Machines – September
Apply, Udstillingsselskabet U.F.E.S.A.S., Ryvangs Alle 20, 2100 Copenhagen O.

ZURICH:
Office Equipment Exhibition (BUFA) – September 7-11
Apply, Schweiz Burofach-verband, Walter Rentsch Jnr., President Heinrichstr., 216, P.O.B. 3046, 8023 Zurich.

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (ORGATECHNIK) – September
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, SW1 (Tel. 01-799 2134).

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September-October
* Apply Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS:
International Business Machines and Office Equipment Exhibition (SICOB) – September-October
Apply, M. Hermieu, Salon de l'Equipment de Bureau, 6 Place de Valois, Paris 1er.

ZAGREB:
International Exhibition of Office Equipment and and Machinery, 'INTERBIRO' – October 25-30
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

BERGEN:
Office Equipment Exhibition – September
Aply, Kontor Teknisk, Forening I Bergen, Bergen.

PARIS:
International Business Machines and Office Equipment Exhibition (SICOB) – September-October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185

Packaging Machinery and Materials

1970

BUDVA:
Fourth International Design, Packaging and Photographic Exhibition for Tourism and Advertising – September 14-23
Apply, (zgrada Zeta films) SRGG Yugoslavia (Tel. 82 015).

GOTHENBURG:
International Packaging Exhibition (Skanpack) – October 15-21
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

MUNICH:
International Container Exhibition (Containerisaton 70) – October 21-25
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Bottling Equipment and Allied Industries Exhibiton – November 9-15
Apply, M. Caron, 3 Rue la Boche, Paris 8t.

PARIS:
International Packaging Exhibition – November 9-15
Apply, Salon de L'Emballage, 20 Rue Carpeaux, 92, Puteaux.

1971

BRUSSELS:
International Packaging Exhibition (PROPACK) – June 8-13
Apply, Secretariat, Palais du Centenaire, Brussels.

DUBLIN:
Irish Packaging Exhibition – September-October
Apply, Provincial Exhibitions, City Hall, Deansgate, Manchester, MP43H (Tel. 061- 832 6363).

MILAN:
International Packaging Exhibition (IPACK-IMA) – October
† Apply IPACK-IMA, 62 Via Carlo Ravissa, Milan.

1972

PARIS:
International China, Glassware and Pottery Exhibition (arts Du Feu) – April
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Bottling Equipment and Allied Industries Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PARIS:
International Packaging Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1973

DUSSELDORF:
International Trade Fair of Packaging Machines, Packaging Materials, Confectionery Machinery (INTERPACK) – May 10-16
Apply, John Buck Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

Photographic Equipment

1970

COLOGNE:
International Cine and Photography Exhibition (Photokina) – October 3-11
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Victoria Street, SW1 (Tel. 01-799 2134).

PARIS:
International Photo, Cinema, Optic Exhibition – November
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1971

PRAGUE:
3rd International Show of Photographic and Film Technique, Literature and Photography 'INTERKAMERA 71' – March 25-April 3
Apply, Made In (Publicity), 92 Fleet Street, EC4 (Tel. 01-583 7034).

Pottery and Glass

1971

VALENCIA:
International Ceramics and Glass Fair – March
Apply, Feria de la Ceramica y Vidrio, Llano del Real, Apartado 476, Valencia.

PARIS:
International China, Glassware and Pottery Exhibition (Arts du Feu) – September
Apply M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Printing, Stationery and Printing Machinery

1970

ZAGREB:
International Exhibition of Press and Paper 'INTERGRAFIKA' – October 19-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

1972

DUSSELDORF:
International Paper and Printing Exhibition (DRUPA) – May 26-June 8
* Apply John Buck Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1971

Scientific Instruments and Nuclear Equipment

DUSSELDORF:
International Fair for Automation, Electronics and Instrumentation with Congress (INTERKAMA) – October 14-20
Apply, John Buck Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

BASLE:
International Fair for Nuclear Industries (NUCLEX) – October 16-21
Apply, Secretary, NUCLEX, PO Box 21, Ch 4000, Basle 21.

Ships and Boats

1970

BERGEN:
International Port Exhibition – August 28-October 4
Apply, The Secretariat of Port '70, P.O. Box 2465 5012, Bergen, Norway.

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (Interboat) – September 26-October 4
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

HAMBURG:
European Marine Trade Exhibition and Congress (EMTEC) – October 28-31
Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort) – November 10-14
Apply, Exhibition Managements Ltd., 50 Rochester Row, London, SW1 (Tel. 01-828 4142).

1971

PARIS:
International Pleasure Boat Exhibition – January
Apply, M. Dayne, SPODEX, 15 Rue de la Paix, Paris, 1er.

HAMBURG:
International Boat Show – January
* Apply, Planten un Blomen, 2 Hamburg 36, Am Dammtor.

GOTHENBURG:
International Boat Exhibition – February
Apply, AB Svenska Batutstallningen, Scheelegatan Goteborg O (Box 29010 Goteborg 29)

MALMO:
International Boat Show – February
Apply, AB Malmo Batutstallningen, c/o Kungsmassan, Fack, S-434 00 Kungsbacka.

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

STOCKHOLM:
International Boat Show – March
Apply, St. Erik's-Massan, Storangsvagen 18, 115 34 Stockholm.

BERLIN:
International Boat Show and Aquatic Exhibition – March
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

HELSINKI:
Boat and Camping Show – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSLO:
Norwegian Boat Exhibition – March
Apply, H. R. Aovokat Cerhard Wiese, Startingscaten 12, Oslo 1.

DUBLIN:
World Fishing Exhibition – March 24-30
Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 353 6565).

OSLO:
International Shipping Exhibition – May
Apply, Norges Varemess P.B. 130, Skoyen, Norway.

HELSINKI:
International Maritime Exhibition 'NAVIGARE' – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (Interboat) – October 2-10
* Apply, Internationale Bodensee-Messe GmbH, 7990 Friedrichshafen.

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort) – November
Apply, Exhibition Managements Ltd., 50 Rochester Row, London, SW1 (Tel. 01-828 4142).

1972

HAMBURG:
International Boat Show – January
* Apply, Platen un Blomen, 2 Hamburg 36, Am Dammtor.

PARIS:
International Pleasure Boat Exhibition – January
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COPENHAGEN:
International Scandinavian Boat Show – February
Apply, A/S Skandinavisk, Buducktilling, Forum, Copenhagen.

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

PARIS:
International Open Air Equipment and Fishing Exhibition – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort) – November
Apply, Exhibition Managements Ltd., 50 Rochester Row, London, SW1 (Tel. 01-828 4142).

Sports Goods and Camping Equipment, including Caravans

1970

COPENHAGEN:
International Exhibition for Shooting and Fishing – August 7-16
Apply, Secretariat, Julius Thomsens Plads, 1925 Copenhagen V.

BUDVA:
First International Nautical Salon – September 14-23
Apply, (zgrada Zeta filma) SRCG, Yugoslovia (Tel. 82-015).

ESSEN:
International Caravan Exhibition – September 26-October 4
* Apply, Gemeinnutzige Ausstellungs GmbH, 43 Essen, Norbertstrasse 2.

PARIS:
International Caravan Exhibition – October 1-11
Apply, M. Dufrancatel, 35 Rue des Renaudes, Paris 17e.

PARIS:
International Open Air Equipment and Fishing Exhibition – October 18-20
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7.

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October 25-27
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, SW1 (Tel. 01-799 2134).

1971

PARIS:
Swimming Pool Exhibition – January
Apply, Commissariat General, Bateau 'Salon Nautique', Port Debilly, Face au 32, Avenue du New York, Paris, 16e.

GENOA:
International Boat, Camping and Caravan Exhibition – February
Apply, E. A. Fiera Internazionale di Genova, Piazzale, J. F. Kennedy, 16129 Genoa.

PARIS:
International Caravan Exhibition – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

HERNING:
Hobby and Vacation Show – March
Apply, Secretariate, A/S Herning Hallen, Herning.

GRENOBLE:
International Winter Sports Exhibition – March
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

HELSINKI:
Boat and Camping Show – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PARIS:
International Open Air Equipment and Fishing Exhibition – October
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

PARIS:
International Caravan Exhibition – October
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

1972

AMSTERDAM:
International Boat and Camping Exhibition (HISWA) – March
* Apply, RAI Gebouw N.V., 8 Europaplein, Amsterdam.

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) – October
Apply, H. E. Melsom, MBE, Cologne International Trade Fair, Abbey House, Room 229, Victoria Street, London, SW1 (Tel. 01-799 2134).

Textiles and Textile Machinery

1970

OSLO:
Knitwear Exhibition – September
Apply, Herr Nills Ekjord, Oslo Export and Import Agents' Association, Tollbugaten 4, Oslo 1.

MILAN:
International Market for Clothing Textiles (MITAM) – November 11-14
Apply, Mitam Galleria San Babila H/D, Milan.

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff) – November 17-20
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

1971

PARIS:
Knitting Industries Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, SW7 (Tel. 01-589 0185).

PARIS:
Exhibition of Lace, Embroidery and Fabrics for Corsetry, Lingerie – February
Apply, M. Bonnave, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff) – May 24-27
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Textile Machinery Exhibition – June 27-July 1
Apply, Union des Constructeurs de Materiel Textile de France, 10 Avenue Hoche, Paris, 8e.

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff) – November 23-26
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

1972

FRANKFURT:
Trade Fair for Home Furnishing Textiles – January 12-16
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
Knitting Industries Exhibition – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff) – May
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff) – November
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

Toys and Games

1971

MILAN:
International Toy Fair – January-February
Apply, Secretary, Salon Internazionale del Giocattolo, Via Morosini 20, Milan.

NUREMBERG:
International Toy Fair – February 6-12
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

PARIS:
International Toy Fair – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

PLZEN:
International Exhibition of Toys, Hobby, Sport, Music, All for the Child, 'WORLD OF CHILDREN 71' – Autumn
Apply, Made in Publicity, 92 Fleet Street, EC4 (Tel. 583 7034).

1972

NUREMBERG:
International Toy Fair – February 5-11
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 236 5050).

PARIS:
International Toy Fair – February
Apply, French Trade Exhibitions, 24 Rutland Gate, London, SW7 (Tel. 01-589 0185).

Watches and Clocks

1971

BESANCON:
International Clock and Watchmaking Industry Exhibition – April-May
Apply, M. Regnier, Promenade Chamars, Besançon (Doubs, 25).

Other Specialized Fairs

1970

NANCY:
International Industrial Safety Exhibition September 7-12
* Apply, Translators Worldwide (London) Ltd., 29 Ely Place, London, EC1.

PRAGUE:
International Exhibition of Surgical Instruments, Equipment and Pharmaceutics, 'CHIRUGIE' – September 8-10
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

STUTTGART:
World Hairdressers' Championships and Exhibition – September 13-15
† Apply, CES (Overseas) Limited, Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

KOBLENZ:
International Hydrometry Symposium and Exhibition – September 13-19
Apply, Federal Institute of Hydrology, 15-17 Kaiserin-Augusta-Anlagen, PO Box 309, 54 Koblenz.

MOSCOW:
Automatic Equipment and Systems for Traffic Control – September 22-October 6
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST:
International Exhibition and Conference, 'Automation '70' – September 28-October 3
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

BRATISLAVA:
International Danube 70 Surface – October 1-7
Apply, Made In (Publicity), 92 Fleet Street, EC4.

BERLIN:
International Congress and Exhibition of Coin-operated Amusement Machines – October 6-8
* Apply, Internationale Muenzautomaten Ausstellungs-Gesellschaft MBH, 668 Neunkirchen/Saar, Untere Bliesstrasse 1-5.

UTRECHT:
International Mechanical Handling Exhibition – October 7-15
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MOSCOW:
Modern Means of Mechanization and Automation of Postal Communications – October 26-November 4
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

DUSSELDORF:
International Congress with Exhibition for Oceanology and Exploration of the Sea (INTEROCEAN) – November 10-15
Apply, John Buck, Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

VIENNA:
International Exhibition of Vending Machines and International Congress of Vending Machinery Manufacturers – November 6-19
Apply, Austrian Association of Vending Machine Traders, 4-8 Brucknerstrasse, Vienna 4.

PARIS:
European Point of Sale Advertising Exhibition – November
Apply, Euro-Ply, 20 Rue Carpeaux, 92-Puteaux.

1971

PARIS:
International Audio-Visual Exhibition – February
Apply, CIDAV, 7 Avenue George V, Paris 8e.

BRUSSELS:
International Inventors' Exhibition – March
* Apply, Institute of Patentees and Inventors, 207/208 Abbey House, Victoria Street, London, SW1 (Tel. 01-222 1616).

PARIS:
International Travel Exhibition – April-May
Apply, Comite De La Foire de Paris, 23 Rue Notre Dame Des Victoires, Paris 2e.

DORTMUND:
International Schools Exhibition – May 8-15
Apply, Das Senulver Waltungsamt Der Stadt Dortmund Schulausstellung 4600 Dortmund (Tel. Balkenstrasse 12-20).

PLZEN:
The World of Children Exhibition – May 9-24
Apply: Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

STUTTGART:
International Roller and Shutter Products Fair (R71) – June 10-13
† Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

TBILISI:
Equipment for Producing Illuminated Signs (such as are used in advertisements) and Examples of Such Signs – June
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
(Scherbinka Station (Moscow Region) Rolling Stock – July
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

EREVAN:
Equipment for Underground Tunnelling (including Equipment for Hydro-electric Schemes, etc.) – July
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW:
(Limailovsky Park or Gorki Park) Modern Park Amusement Equipment and Theatre Equipment – July-August
Apply, The USSR Chamber of Commerce Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST:
World Exhibition of Hunting – August 27-September 30
Apply, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

BERLIN:
72nd German Soap Fair – September
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

PARIS:
International Exhibition for Prevention and the Protection of Human Beings and Goods (Europrotection) – September-October
Apply, M. Aigoud, 8 Rue de la Michodiere, Paris 2e.

BERLIN:
International Congress and Exhibition of Coin-operated Amusement Machines – October
* Apply, Internationale Muenzautomaten Ausstellungs-Gesellschaft MBH, 668 Neukirchen/Saar, Untere Bliesstrasse 1-5.

MUNICH:
First International Exhibition of Technical Systems and Apparatus for Educational Purposes (VISODATA) – October 25-29
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Gastronomy and Tourism (IGAFA) – November 4-10
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition – November
* Apply, John Buck, Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

1972

HANOVER:
European Educational Equipment Exhibition (Didacta) – March 14-18
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01 628 7050).

HERNING:
Hobby and Vacation Show – March
Apply, Secretariat, A/S Herning-Hallen, Herning 7400.

BRUSSELS:
International Inventors' Exhibition – March
* Apply, Institute of Patentees and Inventors, 207/208 Abbey House, Victoria Street, London, SW1 (Tel. 01-222 1616).

HERNING:
Handicraft and Industrial Fair – September
Apply, Secretariat, A/S Herning-Hallen, Herning 7400.

DUSSELDORF:
International Congress and Exhibition of Instrumentation and Automation (INTERKAMA) – October 14-21
* Apply, John Buck, Trade Fair Agencies Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

PARIS:
Childhood, Youth and Family Exhibition – November
Apply, M. Mangerer, 11 Rue Anatole de la Forge, Paris 17e.

PARIS:
European Point of Sale Advertising Exhibition – November
Apply, EURO PLV, 20 Rue Carpeaux 92 Puteaux, France.

SECTION III

Trade Fairs and Exhibitions outside Europe

1970

OSAKA:
Japan World Exposition – March 15-September 13
Apply, Japan Association for the 1970 World Exposition, Mido Building, 27, Honmachi 4-Chome, Higashi-Ku, Osaka.

BOGOTA:
International Trade Fair – July 10-26
Apply, Corporacion de Ferias y Exposiciones S.A., Carrera 40 No. 22-C-67 Apartados Aereo 68-43, BOGOTA D.E., Colombia.

DAMASCUS:
International Trade Fair – August 25-September 20
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

MELBOURNE:
International Fair for Consumer Goods – August 31-September 6
Apply, Consumer Goods Fairs and Exhibitions (Pty.) Ltd., Suite 11, 238 Toorak Road, South Yarra, Victoria, 3141, Australia.

ALGIERS:
International Trade Fair – September
Apply, Ministry of Commerce, International Fair of Algiers, Algiers.

BAGHDAD:
International Trade Fair – October 1-30
Apply, Directorate General of Exhibitions and Trade Fairs Al-Mansour, Baghdad-Iraq.

SAIGON:
Industrial and Trade Fair – October 3-24
Apply, Industrial Development Centre, Saigon.

LUANDA:
International Trade Fair – October 5-20
Apply, Industrial Association of Angola, Caixa Postal 999, Luanda, Angola.

TOKYO:
International Good Living Show – October 8-21
Apply, Tokyo International Trade Fair Management Office, 4-6-12, Harumi, Chuo-ku, Tokyo.

SANJUAN (PUERTO RICO)
International Trade Fair – November
Apply, G. Lettersten Esq., Feria Internacional del Pacifico, Apartado 4900, Lima, Peru.

SAN SALVADOR:
Fourth International Fair of El Salvador – November 7-23
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble Via a Santa Tecla, San Salvador, El Salvador, C.A.

BUENOS AIRES:
British Industrial Fair 'BA '70' – November 5-15
Apply, Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011.

HONGKONG:
28th Exhibition of Hongkong Products – Early December
Apply, The Chinese Manufacturers' Association of Hongkong, C.M.A. Building, 64-65 Connaught Road, C. Hongkong

1971

ACCRA:
International Trade Fair – February 1-14
Apply, Ghana International Trade Fair, Ministry of Trade, P.O. Box M47, Accra.

CAIRO:
International Fair – March
Apply, Ministry of Economy and Foreign Trade, General Organization for International Exhibitions and Fairs, Exhibition Ground, Guezira, Cairo.

JOHANNESBURG:
Rand Easter Show – March/April
Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

SYDNEY:
Royal Easter Show – April 2-13
* Apply, Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Sydney, NSW 2000.

TOKYO:
International Trade Fair (Capital and Consumer Goods) – April 16-May 5
Apply, Tokyo International Trade Fair Commission, GPO Box 1201, Tokyo.

MELBOURNE:
International Trade Fair – May
Apply, Thomson Exhibition Promotions Pty. Ltd., Sydney, 47, Chippen Street, Chippendale, NSW 2008.

SYDNEY:
International Trade Fair – August 12-21
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

WELLINGTON:
International Trade Fair – August 18-September 4
Apply, Wellington Show Association Inc., Box 6141, Wellington, N.Z.

PARAMARIBO:
Surinam Trade Fair – October
Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

MANILA:
IV Centennial Exhibition
Apply, Manila IV Centennial Commission, Office of the Mayor, Manila, Philippines.

1972

SYDNEY:
Royal Easter Show – March 24-April 4
Apply, Royal Agricultural Society of New South Wales, Driver Avenue, R.A.S. Showground, Sydney, NSW 2000.

OSAKA:
Consumer Goods Fair – April
Apply, Osaka International Trade Fair Commission, Honmachibashi Higashi-Ku, Osaka, Japan.

SYDNEY:
International Trade Fair – August
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney, NSW.

SAN SALVADOR:
5th International Fair of El Salvador – November
Apply, Managing Director, Executive International Fair Committee, Avenida Revolucion y Doble via a Santa Tecla, San Salvador, El Salvador, C.A.

SPECIALIZED FAIRS

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

SANTA CRUZ (BOLIVIA):
Agricultural, Animal, Industrial and Commercial Exhibition – September
Apply, Feria Exposicion Agricola, Ganadera, Industrial y Commercial Edificio Camara de Comercio, Santa Cruz, Bolivia.

SANTIAGO (CHILE):
International Industrial and Agricultural Exhibition 'Feria Internacional de Santiago-Fisa' – October 10-November 1
Apply, Feria Internacional de Santiago – FISA, Sociedad Nacional de Agricultura, Tenderini 187, Piso 3, Santiago, Chile.

SYDNEY:
International Dairy Equipment Exhibition – October 12-16
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney.

ORANGE:
The National Field Days – November
* Apply, The National Field Days Committee, PO Box 310, Orange, NSW 2800.

1971

ADDIS ABABA:
The Association for the Advancement of Agricultural Sciences in Africa (AAASA) Exhibition of Agricultural Equipment August/September
Apply, Mr. Yohannis Negash, AAASA, PO Box 30087 – M.A., Addis Ababa, Ethiopia.

ORANGE:
National Field Days – November
* Apply, The National Field Days Committee, PO Box 310, Orange, NSW 2800.

SAO PAULO:
Agricultural Technique Trade Fair 'Fetag' – November-December
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

LOUISVILLE (KENTUCKY):
National Farm Machinery Show
Apply, William B. Grant, Jr., Secretary National Farm Machinery Show, 1237 Commonwealth Building, Louisville, Kentucky, 40202, USA.

1972

CAPE TOWN:
Fishing Industries Exhibition – October
* Apply, Industrial Exhibition Organisers, P.O. Box 15517, Siemend, Johannesburg.

ORANGE:
The National Field Days – November
Apply, The National Field Days Committee, P.O. Box 310, Orange NSW 2800.

Aircraft and Aeronautical Equipment

1971

TOKYO:
Aerospace Show – October 29-November 3
Apply, Executive Office of the International Aerospace Show Organising Council, c/o Asahi Shimbun, 2-3 Yurakucho, Chiyoda-Ku, Tokyo.

Books and Periodicals

1970

DETROIT:
American Library Association's International Book Exhibition – June 28-July 2
Apply, A. P. Wales Organisation, 8, Charing Cross Road, London, WC2 (Tel. 01-836 8947).

SANTO DOMINGO:
First International Book Exhibition – October 12-December 11
Apply, Comision Organizadora, Avenue Sarasota 4, Santo Domingo, Dominican Republic.

1971

SINGAPORE:
International Book Fair – April 2-7
Apply, Mr. N. T. S. Chopra, Singapore Book Fair (PTE) Ltd., 47 The Arcade, Raffles Place, Singapore 1.

Building, Public Works and Construction Equipment

1970

JOHANNESBURG:
South African Building Exhibition – August 5-13
Apply, The Building Exhibition, Overseas Division, 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TOKYO:
International Good Living Show – October 8-21
Apply, Tokyo International Trade Fair, Management Office, 4-6-12 Harumi Chuo-Ku, Tokyo.

TORONTO:
Construction Public Works and Municipal Equipment Show – December 7-10
Apply, Lloyd Hatnes Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

1971

JOHANNESBURG:
Construction Machinery Exhibition – July/August
Apply: Building Trades Exhibition South Africa (Pty.) Ltd., P.O. Box 7870, Johannesburg

Chemicals and Allied Industries including Plastics

1970

JOHANNESBURG:
Plastic '70 – November 16-21
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

NEW YORK:
Exhibition of Chemical Industries – December 1-5
Apply, A. K. Stevens Esq., International Exposition Co., 200 Park Avenue, Pan Am Building, New York NY 10017.

1971

TULSA:
International Petroleum Exposition – May 15-23
Apply, Martin C. Dwyer Inc., Wrigley Building, 400 North Michigan, Chicago, Illinois 60611.

JOHANNESBURG:
Plastics 71 – June 21-26
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

JOHANNESBURG:
Chemex '71 – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

TOKYO:
Fluid Power International Exhibition – September/October
Apply, Secretariat Office, International Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-Ku, Tokyo, Japan.

Clothing

1971

SYDNEY:
International Clothing Machinery and Supplies Exhibition – November 8-12
Apply, Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, Sydney, 2008.

Engineering, Electrical and Electronic including Radio and Television

1970

SYDNEY:
International Engineering Exhibition – August 17-22
Apply, Thomson Exhibition Promotions Pty. Ltd., Thomson House, 47 Chippen Street, Chippendale, NSW 2008.

OSAKA:
9th Engineering Material Show, 4th Design Efficiency Show, 1970 Mechanical Automation Show for Manhour Saving (To be held concurrently) – September 8-12
Apply, Nikkan Kogyo Shimbun-Sha, 1, Lida-machi, 1-Chome, Chiyoda-ku, Tokyo.

MONTREAL:
Canadian Computer Show – September 14-16
Apply, Maclean-Hunter Ltd., 2055 Peel Street, Montreal 110.

JOHANNESBURG:
Electrical, Electronic and Nucleonic Engineering Exhibition – Electra '70 – September 14-19
Apply, South African Exhibition Organisers (Pty) Ltd., C.P.O. Box 2900, Johannesburg.

TOKYO:
Maintenance and Chemical Show – October 5-10
This show comprises of the following shows: 1. The Material Management Show. 2. The National Plant Enginering and Maintenance Show. 3. The Heating, Airconditioning and Sanitary Engineering Exhibition. 4. The Chemical Plant Engineering Show.
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

BOSTON:
New England Tool Exposition – October 6-8
Apply, Tom A Bas Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan.

TORONTO:
Canadian Engineering Design Show – October 13-15
Apply, Southern Business Publications Ltd., Southern Division Box 1010, Station B, Toronto 2B, Ontario.

PHILADELPHIA:
Instrument Society of America Automation (ISA) Conference and Exhibition – October 26-29
Apply, E. H. Kushnick, Esq., Penn Sheraton, 530 William Penn Place, Rittsburgh, Pa. 15219.

OSAKA:
Japan International Machine Tool Fair – October 28-November 8
Apply, The Secretariat, Osaka International Trade Fair Commission, Honmachibashi, Higashi-ku, Osaka.

LIMA:
International Trade Fair for the Electronic Industry (Tecnotron '70) – November
Apply, Feria Internacional del Pacifico, P.O. Box 4900, Lima Peru.

BOSTON:
Northeast Electronics Research and Engineering Meeting – November 4-6
Apply, Stewart K. Gibson, P.O. Box 324, Boston, Mass.

CHICAGO:
National Die Casting Exposition and Congress – November 16-19
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

DALLAS:
South Western Tool Exposition – November
Apply, George Wootton, Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan.

1971

SYDNEY:
International Control, Electronics, Telecommunications Instruments and Automation Exhibition, 'Cetia' – February 15-19
Apply, The Executive Director, 'CETIA' Exhibition Administration, Box 3629, G.P.O. Sydney, NSW 2001.

MELBOURNE:
International Instruments, Electronics, Automation, Control Equipment and Communications Show – May 24-28
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty., Ltd., 392 St. Kilda Road, Melbourne, Victoria.

MELBOURNE:
6th International Engineering Show – August 2-7
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty. Ltd., 392 St. Kilda Road, Melbourne.

DETROIT:
International Electrical and Electronic Engineering Conference and Exposition on Underground Distribution – September 27-30
Apply, Robert T. Kenworthy Inc., 866 United Nations Plaza, New York, NY 10017.

JOHANNESBURG:
Instrument and Automation Exhibition – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

OSAKA:
Japan Electronics Show – October
Apply, Electronics Industries Association of Japan, Tokyo Chamber of Commerce Building, 14 Marunouchi, 3-chome, Chiyoda-ku, Tokyo.

SYDNEY:
4th Machine Tool Exhibition – October 14-23
Apply, Industrial and Trade Fairs Pty., Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney.

1972

SYDNEY:
Engineering Exhibition – August 14-19
Apply, Thomson Exhibition Promotions Pty., Ltd., 47 Chippen Street, Chippendale, NSW 2008.

OSAKA:
Japan Electronics Show – October
Apply, Electronics Industries Association of Japan, Tokyo Chamber of Commerce Building, 14 Marunouchi, 3-chome, Chiyoda-ku, Tokyo.

Engineering, Other

1970

JOHANNESBURG:
South African Welding and Foundry Exhibition – July 6-11
Apply, International Exhibitions Ltd., 9 Argyll Street, London, W1V, 2HA (Tel. 01-437 6856).

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair – September 19-23
Apply, Marion Park Esq., 666 Lake Shore Drive, Chicago, Illinois 60611.

1971

PHILADELPHIA:
Heating and Air Conditioning Exposition – January 25-28
Apply, K. K. Stevens, Esq., International Expo Co., 200 Park Avenue, New York, NY 10017.

VICTORIA (AUSTRALIA):
The Local Government Engineers Association Field Days – February
Apply, The Local Government Engineers Association of Victoria, Field Day Committee, 1397 Centre Road, Clayton, Victoria 3168.

TORONTO:
National Industrial Products Show – May 10-14
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, 2.

MELBOURNE:
2nd International Mining Construction and Materials Handling Show – September 27-October 2
Apply, General Exhibitions, Fairs and Conventions (VIC) Pty., Ltd., 392 St. Kilda Road, Melbourne.

TORONTO:
Canadian Welding Society Show – September 29-October 2
Apply, E. A. Gill, Canadian Welding Society, P.O. Box 9, Station J, Toronto.

JOHANNESBURG:
Mines '71 – September 30-October 5
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

Fancy Goods, Jewellery and Giftware

1970

NEW YORK:
National Jewellery Trade Show – July 26-29
Apply, Perry R. Ellsworth, 1025, Vermont Avenue, NW Washington, DC 20005.

TORONTO:
Gift Show – September 20-24
Apply, Angus Baxter V.P., 443 Mount Pleasant Road, Toronto 7, Ontario.

1971

TORONTO:
Spring Gift Show – February 21-25
Apply, Angus Baxter V.P., 443 Mount Pleasant Road, Toronto 7, Ontario.

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

NEW YORK:
National Fancy Food and Confection Show – August 9-12
Apply, Charles Snitow, 331 Madison Avenue, New York, NY 10017.

JOHANNESBURG:
Hotel and Catering Exhibition – August 17-22
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

CAPE TOWN:
Exhibition of Bottling and Food Precessing Equipment – September 14-19
Apply, South African Exhibition Organisers (Pty) Ltd., 9th Floor, Trust House, Foreshore, Cape Town, P.O. Box 3032.

ANAHEIM:
California Grocers Association Show – October 7-15
Apply, Philip A. McIntyre, 870 Market Street, Room 870, San Francisco, California 94102.

NEW YORK:
National Hotel and Motel Exposition – November 9-12
Apply, Charles E. Quain, New York State Hotel and Motel Association Inc., 141 West 51 Street, New York 10019.

1972

SYDNEY:
Catering Exhibition – May 1-6
Apply, Industrial and Trade Fairs Pty., Ltd., 3rd Floor, ADC House, 77 Pacific Highway, P.O. Box 428, North Sydney, NSW.

MONTREAL:
International Salon of Food and Agriculture – October 31-November 8
Apply, M. J. de Broin, 10819 St. Denis Street, Montreal, 357

Footwear

1970

MONTREAL:
Canadian Shoe and Leather Fair – September 27-29
Apply, J. G. Mahew, Esq., 1010 St. Catherine Street, W. Montreal.

CHICAGO:
National Shoe Fair of America – August 29-September 2
Apply, Edward A. Launzel, Manager, Park Sheraton, 56th Street and 7th Avenue, New York, NY.

Furniture, Furnishings, Household Equipment and Hardware

1970

NEW YORK:
Total Home Showcase – September 29-October 7
Apply, E. Kyatt, Esq., 501 Madison Avenue, New York 10022.

NEW YORK:
National Hardware Show – October 12-15
Apply, Chas Snitow, 331 Madison Avenue, Suite 1103, New York, NY 10017.

1971

JOHANNESBURG:
Rand Daily Mail Ideal Homes – October 2-17
Apply, Industrial Exhibition Organisers (Pty) Ltd P.O. Box 15517, Siemend, Johannesburg.

Heating and Ventilating

PHILADELPHIA:
International Heating and Air-conditioning Exposition – January 25-28
Apply, Mr. E. K. Stevens, manager, International Exposition Co., Pan American Building, 200 Park Avenue, New York, NY 10017, USA.

JOHANNESBURG:
Airex 71 – August 2-7
Apply, Industrial Exhibition Organizers (Pty,) Ltd., PO Box 15517, Siemend, Johannesburg.

Hospital, Medical, Surgical and Dental Equipment

1970

CANBERRA:
III Asian and Australian Congress of Anesthesiology – September 19-23
Apply, The Organising Committee, III AACA, 1970, Department of Anaestheics, The Universities of Sydney, New South Wales, Australia. 2006

SYDNEY:
International Hospital Equipment Exhib '70) – September 28-October 2
Apply, Industrial and Trade Fairs, P Floor, ADC House, 77 Pacific Highw... 428, North Sydney.

NEW DELHI:
International Congress for Internal Medicine – October 25-30
Apply, Dr. R. Viswanathan, Association of Physicians of India, Vallabh Bhai Patel Chest Institute, University of Delhi, Delhi 7.

DUNEDIN (NZ):
Exhibition of Hospital Supplies and Equipment – November 17-19
Apply, Secretary, Otago Hospital Board, P.O. Box 946, Dunedin (NZ).

1971

WASHINGTON:
American Association for Health, Physical Education and Recreation (AAHPER) National Meeting – April 2-6
Apply, Dr. Carl Troester Jnr., Executive Secretary, 1201 16th Street NW, Washington DC 20036.

1972

LIMA:
International Medical Exhibition – Tecnomed – April
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1.

Leather, Leather Goods and Fur

1970

ATLANTIC CITY:
Leather and Allied Industries Exposition – October 27-30
Apply, Tanners Council of America Inc., 411 Fifth Avenue, New York, NY 10016.

1971

SAO PAULO:
National Leather Trade Fair – January/February
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60, Sao Paulo, Brazil.

Motor Vehicles, Motor Cycles and Cycles

1970

SYDNEY:
Racing Car Show – July 3-12
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

SYDNEY:
The Motor Show – September 4-12
Apply, The Chamber of Automotive Industries of NSW Trade Assen., 33-39 Riley Street, Potts Point, NSW 2011.

JOHANNESBURG:
Commercial Transport Show – October 12-17
Apply, South African Exhibition Organisers (Pty) Ltd., P.O. Box 2900, Johannesburg.

1971

HOUSTON:
Motor Cycle and Accessory Show – January 27-31
Apply, Motorcycle Dealer News, 747 E. Green Street, Pasadena, California 91101.

SYDNEY:
The Motor Show – September 3-11
Apply, The Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

JOHANNESBURG:
Power '71 – November 10-20
Apply, Industrial Exhibition Organisers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

1972

SYDNEY:
The Motor Show –September 1-9
Apply, Chamber of Automotive Industries of NSW Trade Association, 33-39 Riley Street, Potts Point, NSW 2011.

Music and Musical Instruments

1970

MIAMI:
Music Show and Convention – June 6-9
Apply, F. L. Lee, Esq., 222 W. Adams Street, Chicago 60606.

Office Machinery and Equipment

1970

NEW YORK:
Business Equipment Exposition and Congress – October 26-30
Apply, Business Equipment Manufacturers' Association, 235 East 42nd Street, New York, N.Y. 10017.

NEW YORK:
National Stationery and Office Equipment Convention – October 26-November 1
Apply, Charles Mortensen, National Office Products Association, 740 Investment Building, Washington DC 20005.

Packaging Machinery and Materials including Containers

1970

JOHANNESBURG:
Packaging and Printing Exhibition – July 20-25
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 2900, Johannesburg.

SAN FRANCISCO:
Western Packaging Exhibition – July 21-23
Apply, Exposition Management, Clapp & Poliak, Inc., 245 Park Avenue, New York, N.Y. 10017.

TORONTO:
Canadian National Containerisation Show – September 17-19
Apply, Intex Trade and Consumer Shows Ltd., Suite 9, Cnandos House, Buckingham Gate, London, SW1 (Tel. 01-799 3827).

TOKYO:
Packaging Show – September 22-28
Apply, Tokyo Packaging Technique Association, Honshu Building, Ginza Higashi, Chuo-Ku, Tokyo.

NEW YORK:
National Export Services and Containerisation Expo and Congress – September 28-October 1
Apply, Irwin Chaitin, 160 W. Lafayette, Detroit, Michigan 48216.

TORONTO:
Canadian National Packaging Exposition – November 3-5
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

1971

BOMBAY:
International Packaging Machinery Exhibition – February/March
Apply, Indian Institute of Packaging, 254C, Dr. Annie Besant Road, Prabhadevi, Bombay 25 DD.

SYDNEY:
International Container Services and Equipment Exhibition – June 28-July 2
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, PO Box 428, North Sydney, NSW.

Printing, Stationery and Printing Machinery

1970

CHICAGO
Screen Print Association Show (Screen Print '70) – October 28-31
Apply, Carl D. Sotesi, 1145 19th Street, N.W. Washington, DC 20036.

Ships and Boats

1970

SYDNEY:
3rd International Boat Show – July 24-August 1
Apply, Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, NSW 2008.

DETROIT:
Marine Trades Exhibition and Conference – September 25-28
Apply, Guy Hughes, 307 North Michigan Avenue, Chicago, Illinois.

1971

HOUSTON:
International Boat, Sport and Travel Show – January-February
Apply, Boating Trade Association of Houston, Houston, Texas.

SYDNEY:
4th International Boat Show – July 23-31
Apply Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, Sydney 2008.

1972

SYDNEY:
5th International Boat Show – July 21-29
Apply Thomson Exhibition Promotions Pty. Ltd., 47 Chippen Street, Chippendale, Sydney 2008.

Textiles and Textile Machinery

1970

OSAKA:
The Japan International Exhibition of Textile Machinery – July 6-12
Apply, Nihon Sen-i Shimbun Co. Ltd., 16 Honcho 1-Chome, Nihoubashi, Chuo-ku, Tokyo.

SAO PAULO:
Brazilian Textile Trade Fair – 'FENIT' – August 8-23
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

1971

Brazilian Textile Trade Fair – 'FENIT' – August
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Toys and Games

1970

JOHANNESBURG:
South African Toy Trade Fair – August 10-14
Apply, Trade Fairs and Exhibitions (Pty.) Ltd., 3rd Floor, Barclays Bank Building, Cor Breer Von Wielligh Street, Johannesburg.

SYDNEY:
International Toy Fair – March
* Apply, The Organiser, International Toy Fair (1971), Australian British Trade Association, 4 Bridge Street, Sydney, N.S.W.

1972

SYDNEY:
International Toy Fair – March
* Apply, The Organiser, International Toy Fair (1972), Australian British Trade Association, 4 Bridge Street, Sydney, N.S.W.

OTHER SPECIALIZED FAIRS

1970

WASHINGTON:
National Candy Wholesalers Fair – August 1-4
Apply, C. M. McMillan, Esq., 1343, L Street N.W. Washington DC 20005.

NEW YORK:
National Trade Show of the Pet Industry – September 11-13
Apply, Mrs. J. Winter, National Association of Pet Industry, 431 Chauncey Street, Brooklyn, New York, 11233.

TOKYO:
1st International Exhibition of Oceanographic Industry – September 16-20
Apply, The Secretariat, International Exhibition of Oceanographic Industry, Japan Management Association, Kyoritsu Building No. 25, Shiba Park, Minato-Ku, Tokyo, Japan.

SAO PAULO:
Children's Show – October 10-25
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

CHICAGO
Premium Show – October 26-29
Apply, Hall-Erickson Inc., 407 South Dearborn Street, Chicago, Illinois 60605.

WASHINGTON:
2nd International Clean Air Congress and Exhibition – December 6-11
Apply, Arnold Arch, Air Pollution Control Association, 4400 Fifth Avenue, Pittsburgh, PA 15213.

1971

NEW YORK:
American Institute of Physics – February 1-4
Apply, Theodore Vorburger, Exhibition Manager, 335 East 45th Street, New York, N.Y., USA.

NEW YORK:
American Educational Research Association's Annual Meeting – February 3-7
Apply, Theodore Driscoll, Jnr., Convention Manager, 7109 Masters Drive, Potomac, Maryland 20854, USA.

CHICAGO
Railway Engineering Maintenance Suppliers' Association Exhibition – March 14-18
Apply, Mr. L. D. McGuan, Executive Secretary, Railway Engineering Maintenance Suppliers' Association, 332 S. Michigan Avenue, Chicago, Illinois 60604, USA.

TOKYO:
International Stamp Exhibition 'Philatokyo '71' – April 20-30
Apply, Mr. H. Kanai, Chairman of the Booth Committee, 'Philatokyo '71', c/o Kanai Building, 22 Funadaiku-machi, Dojima, Kita-ku, Osaka.

ATLANTIC CITY:
Knitting Arts Exhibition – May 2-7
Apply, R. T. Kenworthy Inc., 866 United Nations Plaza, New York, NY 10017.

CAPE TOWN:
International Stamp Exhibition (RSA 10) – May 22-31
Apply, Royal Philatelic Society of Cape Town, Radio City Building, Tulbagh Square, PO Box 1973, Cape Town.

JOHANNESBURG:
Education and Careers – August 16-21
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

JOHANNESBURG:
Great Outdoors – September 6-11
Apply, Industrial Exhibition Organisers (Pty.) Ltd., PO Box 15517, Siemend, Johannesburg.

SAO PAULO:
Children's Show – October
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

1972

NAGOYA:
The 18th Nagoya Wood Working Machinery and Equipment Fair – November 1-8
Apply, Chuba Woodworking Machinery Manufacturers' Association, 5-36 Iwaidori, Naka-ku, Nagoya, Japan.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

GENERAL

1970

BRIGHTON:
Brighton International Trade Fair – September 5-12. At Hotel Metropole Exhibition Hall
† Apply, The Federation of Sussex Industries, 39 Montpelier Crescent, Brighton, BN1 3JS, Sussex (Tel. Brighton 26189).

BRIGHTON:
Minibition – October 1-3. At Hotel Metropole.
* Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

1971

HARROGATE:
Institute of Purchasing and Supply Minibition – September 30- October 2. At Exhibition Halls.
Apply, Institute of Purchasing and Supply, York House, Westminster Bridge Road, London, SE1 (Tel. 01-928 1851).

Agriculture, Forestry, Fishing and Agricultural Machinery

1970

NORWICH:
Royal Norfolk Show – July 1-2. At the Showground, New Costessey
* Apply, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. 060-55 2000).

KENILWORTH:
Royal Show – July 7-10. At National Agricultural Centre
* Apply, Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire, CV8 2LG (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show – July 14-16. At Permanent Show Site
* Apply, Secretary General, F. M. Baldwin, Esq., OBE, BSc, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York, Y03 6RA (Tel. 0904 23166).

BUILTH WELLS:
Royal Welsh Show – July 21-23. At Permanent Show Site, Llanelwedd
* Apply, J. A. George, Esq., The Royal Welsh Agricultural Society Ltd., Llanelwedd Hall, Builth Wells, Breconshire (Tel. Builth Wells 3183).

LONDON:
Royal International Dairy Show – October 27-29. At Olympia
* Apply, Royal Association of Dairy Farmers, 17 Devonshire Street, London, WIN 2BQ (Tel. 01-580 6903).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibiton – December 7-11. At Earls Court
* Apply, Exhibition Manager, Smithfield Show Joint Committee, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON:
International Poultry Show – December 9-11. At Olympia
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1971

BELFAST:
Annual Show and Industrial Exhibition – May 26-29. At Balmoral Showgrounds, Belfast.
Apply, Royal Ulster Agricultural Society, The Kings Hall, Belfast (Tel. 0232 665225).

SHEPTON MALLET:
Bath and West and Southern Counties – June 2-5. At Show Site, Shepton Mallet
Apply, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath, Somerset (Tel. 0225 3010).

MALVERN:
Three Counties Agricultural Society's Show – June 15-17. At Show Site, Malvern
Apply, The Secretary, Three Counties Show, Malvern, Worcestershire (Tel. 068-456 1731).

EDINBURGH INGLISTON:
Royal Highland Show – June 22-25. At Ingliston
Apply, Royal Highland and Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh 12 (Tel. 031-225 6106/7).

NORWICH:
Royal Norfolk Agricultural Show – June 30-July 1. At Show Ground, New Costessey
Apply, Royal Norfolk Agricultural Association Showground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. 060-55 2000).

KENILWORTH:
Royal Show – July 6-9. At Stoneleigh Abbey, Kenilworth.
Apply, Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwickshire, CV8 2LG (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show – July 13-15. At Showground, Harrogate
Apply, Yorkshire Agricultural Society, Cliftonfield Shipton Road, York, Y03 6RA (Tel. 0904 23166).

BUILTH WELLS:
Royal Welsh Show – July 20-22. At Permanent Show Site, Llanelwedd
Apply, J. A. George, Esq., Royal Welsh Agricultural Society, Llanelwedd, Builth Wells (Tel. Builth Wells 3183).

LONDON:
Royal International Dairy Show – October 26-28. At Olympia
Apply, British Dairy Farmers Association, 17 Devonshire Street, London, WIN 2BQ (Tel. 01-580 6903).

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition – December 6-10. At Earls Court
Apply, Smithfield Show Joint Committee, 21/4 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON:
International Poultry Show – December 14-16. At Olympia
Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

Aircraft and Aeronautical Equipment

FARNBOROUGH:
Flying Display and Exhibition – September 7-13 (Public 11-13), At Royal Aircraft Establishment
† Apply, Society of British Aerospace Companies Ltd., 29 King Street, St. James, London, SW1 (Tel. 01-839 3231).

Building, Public Works and Construction Equipment

1970

MANCHESTER:
Building Trades Exhibition – October 19-24. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON:
Public Works and Municipal Services Congress and Exhibition – November 16-21. At Olympia.
† Apply, Municipal Agency Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

1971

LONDON:
Stone Industries Exhibition – January 10-15. At Olympia.
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
International Building Exhibition – November 17-27. At Olympia.
Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, WIM 5AB (Tel. 01-486 1951).

Chemical and Allied Industries including Plastics

1971

LONDON:
OCCA Technical Exhibition – June 21-25. At Olympia.
Apply Oil Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, EC2 (Tel. 01-606 1439).

Clothing

1970

LONDON:
International Clothing Trade Exhibition – September 15-19. At Olympia.
* Apply, UTP Exhibitions Ltd., 36-7 Furnival Street, London, EC4 (Tel. 01-405 4886).

HARROGATE:
M.A.B. Convention and Exhibition – September 22-24. At Exhibition Centre.
* Apply, Menswear Association of Britain Ltd., 293 Regent Street, London, WIR 8BL (Tel. 01-580 2918).

LONDON:
British Fashion Weeks – September 28-November 27. Fashion Parades at various dates throughout the period
Apply, M. H. Goodier, MBE, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON:
23rd Presentation of Children's and Teenage Fashions – October 19-22. At the Criterion, Piccadilly
* Apply, H. Goodier, MBE, Teenage Infants' and Girls' Fashion Fair Organization, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915/7).

LONDON:
37th Junior Fashion Fair – October 19-22. At RHS Old Hall SW1
Apply, National Children's Wear Association, 40/42 Oxford Street, London, WIM 9FJ (Tel. 01-636 1833/4).

1971

LONDON:
British Glove Fair – February 21-24. At Londoner Hotel, Welbeck Street, W1
Apply, Glove Guild of Great Britain, 9 St. Thomas Street, London, SE1 (Tel. 01-407 4781).

LONDON:
International Men's and Boys' Wear Exhibition (IMBEX) – March 1-5. At Earls Court
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
Fashion Fair – The Make-it-yourself Exhibition and Trade Fair – March 15-20. At Earls Court
Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
British Fashion Weeks – March 29-May 28. London
Apply, H. Goodier, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, WIM 7DB Tel. 01-935 2915).

LONDON:
Junior Fashion Fair – April 20-22. At RHS New Hall
Apply, National Children's Wear Association, 40/2 Oxford Street, WIV 9FJ (Tel. 01-636 1833).

LONDON:
Presentation of Children's and Teenage Fashions – April 26-29. At Criterion, Piccadilly
Apply, H. Goodier, Teenage, Infants and Girls' Fashion Fair Organisation, 81 Wimpole Street, London, WIM 7DB (Tel. 01-935 2915).

HARROGATE:
The Clothing Institute's Fabrics and Equipment Exhibition – June 9-12. At Exhibition Hall
Apply, Brintex Exhibitions Ltd., 3/4 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
British Fashion Weeks – September 27-December 3. In London
Apply, H. Goodier, Apparel and Fashion Industry's Association, 81 Wimpole Street, London, WIM 7DB Tel. 01-935 2915).

HARROGATE:
Menswear Association of Britain Convention and Exhibition – October 5-7. At Exhibition Halls
Apply, H. A. Failes Esq., Menswear Association of Britain, Marcol House, 293 Regent Street, London, WIR 8BL (Tel. 01-580 2918).

Engineering, Electrical and Electronic, including Radio and Television

HARROGATE:
10th Harrogate Lighting Exhibition – July 19-23. At Hotel Majestic
* Apply, D.L.M.D.A., Sardinia House, 52 Lincoln's Inn Fields, London, WC2 (Tel. 01-405 9292).

LONDON:
World Conference on Audio-Visual Aids and Navex 70 – July 20-23. At Olympia
Apply, National Committee for Audio-Visuals Aids in Education, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5791).

LONDON:
London Radio Trade Show Week – August 23-27. At Various Hotels in London
* Apply, British Radio Equipment Manufacturers' Association, 49 Russell Square, London, WC1 (Tel. 526 3586).

LONDON:
Computer 70 – October 5-9. At Olympia
Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

BRIGHTON:
Electronics Production Equipment Conference and Exhibition – INTER-NEPCON – October 13-15. At Hotel Metropole Exhibition Hall.
* Apply, Industrial and Scientific Conference Management, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

LONDON:
International Audio and Music Fair – October 16-21. At Olympia
Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333). Also C. Rex Hassan and Associates, 42 Manchester Street, London, WIM 5PE (Tel. 01-486 2080).

LONDON:
23rd Engineering Exhibition – November 10-12. At RHS New Hall
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1H OAE (Tel. 01-935 2241).

1971

LONDON:
Lightshow International Exhibition and Conference – January 10-15. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

BRIGHTON:
Electric Living Fair – February 8-11. At Metropole Exhibition Centre
Apply, Electricity Council, Trafalgar Buildings, 1 Charing Cross, London, SW1 (Tel. 01-930 6757).

LONDON:
Sound 71 International – March 16-19. At Camden Town Hall, NW1.
Apply, Association of Public Address Engineers, 394 Northolt Road, South Harrow, Middlesex (Tel. 01-864 3405/6).

LONDON:
International London Electronic Component Show – May 18-21. At Olympia
Apply Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 1622).

LONDON:
National Audio Visuals Aids Exhibition (Navex) – August 30-September 2. At Olympia.
* Apply, National Committee For Audio Visual Aids in Education, 33 Queen Anne Street, London, WIM OAL (Tel. 01-636 5791).

LONDON:
Engineering Inspection and Control Exhibition (INSPEX) – October 12-15. At RHS Halls, SW1
Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON:
International Audio and Music Fair – October 21-26. At Olympia
Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333). Also C. Rex Hassan and Associates, 42 Manchester Street, London, WIM 5PE (Tel. 01-486 2080).

BRIGHTON:
Electronic Production Equipment Conference and Exhibition – October 17-19. At Hotel Metropole
Apply, Industrial and Scientific Conference Management, 21 Victoria Road, Surbiton, Surrey (Tel. 01-390 0202).

LONDON:
Engineering Exhibition – November 9-11. At RHS New Hall. SW1
Apply, Engineering Industries Association, Southern Region, 3/7 Portman Square, London, WIH OAE (Tel. 01-935 2241).

Engineering, Other

1970

LONDON:
Fluid Power International Exhibition and Conference – September 14-18. At Olympia.
† Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 01-353 6565).

LONDON:
4th International Diecasting Exhibition – October 5-9. At Olympia
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

1971

LONDON:
Effluent and Water Treatment Exhibition and Convention – March 30-April 2. At Earls Court
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
Environmental Pollution Control Exhibition (ENCOPON) – March 30-April 2. At Earls Court
Apply Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
Engineering 71 Comprising International Welding and Metal Fabrication Exhibition. At Olympia. London International Engineering and Marine Exhibition. Engineering Materials and Design Exhibition. At Earls Court – April 21-29
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1A 1PA (Tel. 01-242 9011).

GLASGOW:
4th International Materials Handling Exhibition – May 17-21. At Kelvin Hall
* Apply, Exhibition Promotions (MH) Ltd., 65-6 Turnmill Street, London, EC1 (Tel. 01-253 8201/8).

LONDON:
Assembly and Fastener Engineering International Exhibition – May 17-21. At Olympia
Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 01-353 6565).

BIRMINGHAM:
Foundry Exhibition – May 18-26. At Bingley Hall
† Apply, Industrial Presentation Ltd., 28 Essex Street, Strand, London, WC2 (Tel. 01-353 6565).

LONDON:
International Power Transmission Engineering Exhibition – June 21-25. At Olympia
Apply, Engineers Digest, 120, Wigmore Street, London, W1H 0AS (Tel. 01-935 6263 and 9357).

BIRMINGHAM:
Materials and Fastenings Exhibition – July 5-9. At Bingley Hall
* Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

LONDON:
International Filtration and Separation Exhibition – FILTECH – September 28-October 1. At Olympia
† Apply, Filtech Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

EASTBOURNE:
The Environmental Health Exhibition – October 5-7. At Devonshire Park
Apply, Brintex Exhibitions Ltd., 3/4 Clements Inn, London, WC2 (Tel. 01-242 1200).

Fancy Goods, Jewellery and Giftware

1970

LONDON:
International Gifts Fair – August 17-20. At Earl's Court
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 187 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON:
Wholesale Buyers' Gift Fair – November 29-December 3. At Mount Royal Hotel, W1
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

1971

LONDON:
Giftshow, Olympia – January 10-15. At Olympia
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

BLACKPOOL:
22nd International Gift Fair – January 31-February 4. At Winter Gardens
* Apply Trade Promotion Services Ltd., Frankland Moore House, 185-7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON:
Wholesale Buyers' Gift Fair – November 28-December 2. At Mount Royal Hotel
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford RM6 1BR (Tel. 01-599 0175).

Foodstuffs, Food Machinery, Hotel and Catering Equipment

1970

MANCHESTER:
International Grocers' Exhibition and Food Fair – September 1-12. At Belle Vue, Manchester
† Apply, George MacDonald, 392 Corn Exchange, Manchester 4 (Tel. Blackfriars 4969).

1971

LONDON:
International Exhibition for the Food and Allied Industries (Foodpack 71) – March 2-5. At Alexandra Palace
† Apply, A. D. J. Brooks, Esq., BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672).

LONDON:
The Confectionery, Tobacco and Allied Trades Fair – March 23-25. At RHS New Hall, SW1
* Apply, Retail Confectioners' Association Publications and Exhibitioners Ltd., Ashley House, 53 Christchurch Avenue, London, N12 (Tel. 01-445 6344).

LONDON:
Delicatessen International Exhibition, April 26-29. At RHS Old Hall, SW1
† Apply, Delicatessen Exhibitions Ltd., 14 New Burlington Street, London, W1X 2HX (Tel. 01-734 0855).

HARROGATE:
National Meat Trades Fair – May 3-5. At Exhibition Centre
* Apply, Exhibition Organizer, the National Meat Trades Fair, Technical Exhibitions, 3/4 Clements Inn, London, WC2 (Tel. 01-242 1200).

MANCHESTER:
Food, Cookery and Catering Exhibition – September 7-18. At City Hall
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Footwear

1970

LONDON:
Spring Shoes Exhibition – October 4-7. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W1V 5HB (Tel. 01-437 5573).

1971

BLACKPOOL:
International Slipper Fair – January 17-20. At Imperial Hotel
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON:
Autumn Shoes Exhibition – March 28-31. At Russell Hotel, WC1
* Apply, Shoe & Leather News (Exhibitions) Ltd., 84/8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LEICESTER:
International Shoe Machinery Exhibition – May 17-21. At Granby Halls, Leicester
† Apply, Shoe & Leather News (Exhibitions) Ltd., 84/8 Great Eastern Street, London, EC2 (Tel. 01-739 2071).

LONDON:
Shoes for Spring Exhibition – October 3-6. At Mount Royal Hotel, W1
* Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W1V 5HB (Tel. 01-437 5573).

Furniture, Furnishings, Household Equipment and Hardware

1970

LONDON:
International Contract Furnishing and Interior Decor Exhibition – July 7-10. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
The 1970 BFM Manchester Exhibition – August 17-20. At City Hall and Belle Vue
* Apply, BFM Exhibition Ltd., 17 Berners Street, London, W1P 4AD (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair – September 8-11. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
Furniture Production Exhibition – October 6-9. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, EC1 (Tel. 01-405 5171).

1971

LONDON:
International Hardware Trades Fair – January 25-29. At Olympia
* Apply, Universal Exhibitions Ltd., PO 43, High Wycombe, Bucks (Tel. 024-022 8148/8150/8169).

LONDON:
International Furniture Show – February 1-11 (Trade), February 1-13 (Public). At Earl's Court.
* Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2 (Tel. 01-437 0678).

LONDON:
International Carpet, Linoleum and Floor Coverings Fair (Carpex) – March 1-5. At Earl's Court
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
Daily Mail Ideal Home Exhibition – March 2-27. At Olympia
* Apply, Associated Newspapers Ltd., Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

MANCHESTER:
Brigher Homes Exhibition – March 16-April 3. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

LONDON:
International Contract Furnishing and Interior Decor Exhibition – June 8-11. At Olympia
* Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
British Furniture Manufacturers' Exhibition – August 16-19. At Belle Vue and City Hall.
* Apply, Federation of Furniture Trade Association, 17 Berners Street, London, W1P 4DY (Tel. 01-580 5115).

HARROGATE:
Northern Floor Coverings Fair – September 7-10. At the Exhibition Centre
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, WC1 (Tel. 01-242 9011).

Handicrafts

1970

LONDON:
18th International Handicrafts and Do-It-Yourself Exhibition – August 28-September 12. At Olympia
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER:
Do-It-Yourself Exhibition – November 10-21. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

1971

LONDON:
International Handicrafts and Do-It-Yourself Exhibition – September 3-18. At Olympia
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, CR9 2TA (Tel. 01-686 2599).

MANCHESTER:
Do-It-Yourself Exhibition – November 9-20. At City Hall
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, M3 4PH (Tel. 061-832 6363).

Hospital, Medical, Surgical and Dental Equipment

1970

LONDON:
Bio-Medical Engineering Exhibition – September 15-18. At RHS New Hall, SW1
* Apply, UTP Exhibitions Ltd., 36-7 Furnival Street, London, EC4 (Tel. 01-405 4886).

1971

LONDON:
International Medical Engineering and Automation Exhibiton Medea – March 15-19. At Earl's Court
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W1V 2HA (Tel. 01-437 0622).

Laundry and Allied Services

1971

LONDON:
Laundry, Dry Cleaning and Allied Trades Exhibition – September 9-18. At Olympia
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

Leather, Leather Goods and Fur

1971

LONDON:
Leather Goods, Luggage and Handbag Fair – January 17-21. At Mount Royal Hotel, London, W1
* Apply, The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1 (Tel. 01-407 1582).

LONDON:
Leather Expo – May 18-21. At Earl's Court
* Apply, The Leather Institute, Leather Trade House, 9 St. Thomas Street, London, SE1 (Tel. 01-407 1582).

Motor Vehicles, Motor Cycles and Cycles

1970

LONDON:
International Commercial Motor Transport Exhibition – September 18-26. At Earl's Court
† Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

LONDON:
International Motor Exhibition – October 14-24. At Earl's Court
* Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

1971

LONDON:
International Racing Car Show – January 6-16. At Olympia
† Apply, A. A. Goode, Esq., Racing Car Show Committee, Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

MANCHESTER:
Northern Racing Car Performance Show – March 3-13. At Belle Vue
† Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

GLASGOW:
Scottish Motor Exhibition – November 12-20. At Kelvin Hall
* Apply, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh 12 (Tel. 031-225 3643).

LONDON:
International Motor Exhibition – October 20-30. At Earl's Court
* Apply, Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21-24 Grosvenor Place, London, SW1 (Tel. 01-235 6611).

Music and Musical Instruments

1970

LONDON:
British Musical Instrument Trade Fair – August 16-20. At Hotel Russell and Bloomsbury Centre Hotel
* Apply, Association of Musical Instrument Industries, 62 Park View Hatch End, Pinner HA5 4LN (Tel. 01-428 4700)

1971

LONDON:
British Musical Instrument Trade Fair – August 22-26. At Hotel Russell and Bloomsbury Centre Hotel
* Apply, D. A. Mitchell, FCA, 62 Park View, Hatch End, Pinner, HA5 4LN (Tel. 01-428 4700).

Office Machinery and Equipment

1971

LONDON:
Stationery Industry Exhibition (Statiudex) – February 1-5. At Olympia
* Apply, The British Stationery and Office Equipment Association, 6 Wimpole Street, London,, WIM 8AS (Tel. 01-580 9256).

LONDON:
Business Efficiency Exhibition – October 4-13. At Olympia
† Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

Packaging Machinery and Materials including Containers

1971

LONDON:
Interphex – December 7-10. At Olympia
† Apply, A. D. J. Brooks, Esq., BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672).

Printing, Stationery and Printing Machinery

1970

LEEDS:
Northprint 70, The Northern Printing Exhibition – September 29-October 2. At Queen's Hall
* Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186/7/8).

BRIGHTON:
Newspapers in the 70s Conference and Exhibition – November 23-26. At Hotel Metropole.
* Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, London, SW15 (Tel. 01-788 1186/7/8).

1971

LONDON:
International Printing, Machinery and Allied Trades Exhibition (IPEX) – July 13-24. At Olympia and Earl's Court
† Apply F. W. Bridges & Sons Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

LONDON:
International Screen Printing Equipment and Point of Sale Exhibition and Conference – October 11-17. At Olympia
† Apply, Batiste Publications Ltd., Drummond House, 203/9 Gower Street, London, NW1 (Tel. 01-387 9611).

Scientific Instruments and Nuclear Equipment

1970

LONDON:
International Science Research and Technology Exhibition and Conference – October 6-10. At Olympia
Apply, R. W. Boardman (Exhibitions) Ltd., Leicester House, 8 Leicester Street, London, WC2 (Tel. 01-437 0678).

1971

LONDON:
Labex International 1971 – March 30-April 3. At Earls Court
† Apply, UTP Exhibitions Ltd., 36-7 Furnival Street, London, EC4 (Tel. 01-405 4886).

LONDON:
The Physics Exhibition – April 19-22. At Alexandra Palace
* Apply, The Exhibition's Officer, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, SW1 (Tel 01-235 6111).

Ships and Boats

1970

LONDON:
Deep Sea Fishing Equipment Exhibition – July 13-17. At Olympia
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn London, WC2 (Tel. 01-242 1200).

LONDON:
Ships Gear International '70 – July 13-17. At Olympia
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

1971

LONDON:
International Boat Show – January 8-16. At Earl's Court
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, WC2 (Tel. 01-405 7481 5).

BIRMINGHAM:
'Birmingham Post, Evening Mail', Boat and Leisure Life Exhibition – February 13-17. At Bingley Hall
* Apply, Birmingham Boat Shows Ltd., Colmore Circus, Birmingham 4 (Tel. 021 236 3366).

Sports Goods and Camping Equipment including Caravans

1970

LONDON:
6th Annual Camping and Sports Equipment Fair – November 8-12. At Alexandra Palace, N22
* Apply, Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
International Caravan and Camping Exhibition – November 11-21. At Earl's Court
* Apply, Harmsworth Publications Ltd., Harmsworth House, Bouverie Street, London, EC4 (Tel. 01-353 6000).

LONDON:
British Sports Trade Fair – November 22-25. At RHS Halls, SW1
† Apply, A. H. Spink, Esq., Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W1R 1TB (Tel. 01-437 7281).

1971

LONDON:
Camping and Outdoor Life Exhibition (COLEX) – January 6-18. At Olympia
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Te. 01-262 2886). Sponsored and Combined Exhibition Cycle and Motor Cycle.

LONDON:
Camping and Sports Equipment Trade Fair – October 31-November 3. At Olympia
Apply, P. Maloney, Esq., Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON:
International Caravan and Camping Exhibition – November 10-20. At Earls Court
Apply, Associated Newspapers Ltd., Exhibition Department, Temple House, Temple Avenue, London, EC4 (Tel. 01-353 6000).

Toys and Games

1971

HARROGATE:
International Toy Fair – January 9-14. At Exhibition Hall
* Apply, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, EC2 (Tel. 01-606 8921).

BRIGHTON:
British International Toy Fair – January 24-28. At Exhibition Hall
* Apply, F. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, WC2 (Tel. 01-242 9158).

LONDON:
Amusement Trades Exhibition – January 19-21. At Alexandra Palace
* Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, WC2 (Tel. 01-930 2524).

Other Specialized Fairs

1970

HARROGATE:
20th Northern Antique Dealers Fair – September 10-17. At Royal Hall
* Apply Northern Antique Dealers Fair Ltd., 408 Leeds Road Bradford 3, Yorkshire (Tel. 0274 23223).

LONDON:
The 20th Autumn Antiques Fair – September 16-26. At Chelsea Old Town Hall
* Apply, Antique Dealers (Exhibitors and Organizers) Ltd., 21 George Street, St Albans, Herts (Tel. 56 56069).

LONDON:
London International Stamp Exhibition (Philympia 1970) – September 18-26. At Olympia
† Apply, The London International Stamp Exhibition, Walter House, 418-422 the Strand, London, WC2 (Tel 01-486 1044).

LONDON:
Woodworking Equipment and Materials Exhibition – September 22-26. At Alexandra Palace
Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

FOLKESTONE:
Fire Fighting and Prevention Exhibition – September 29-October 1. At Laagho n Gardens
* Apply Brintex Exhibitions Ltd., 3-4 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON:
National Exhibition of Cage Birds – December 3-5. At Alexandra Palace, N.22
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

1971

LONDON:
National Vending Exhibition – January 12-15. At Grosvenor House, W1
† Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

LONDON:
Stampex Britain's National Stamp Exhibition – March 1-6. At RHS New Hall, SW1
* Apply, The Philatelic Traders' Society Ltd., 27 John Adam Street, London, WC2 (Tel. 01-930 6466).

LONDON:
The Institutional Management Equipment Exhibition (IMEE) – March 15-20. At Earl's Court
Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

LONDON:
International Display Market Week – April 4-7. At Grosvenor House, W1
* Apply, National Display Equipment Association, Lennig House, Masons Avenue, Croydon, CR9 3LL (Tel. 01-686 1047).

BRIGHTON:
'Technicom '71' Technical Communications for Industry and Profession – April 20-23. At Hotel Metropole
Apply, Business Conferences and Exhibitions Ltd., Mercury House, Waterloo Road, London, SE1 (Tel. 01-928 3388).

HARROGATE:
British Pet Trade Fair – April 25-27. At Exhibition Centre
* Apply, John Yates Publications, 53 Spring Gardens, Manchester, M2 2DA (Tel. 061-236 3725).

LONDON:
The Antique Dealers Fair and Exhibition – June 10-24. At Grosvenor House, W1
* Apply, P. Berners-Price, Grosvenor House, Park Lane, London, W1Y 4ED (Tel. 01-499 6363).

LONDON:
Dust Control and Air Cleaning Exhibition and Conference – September 28-October 1. At Olympia
† Apply, Technology Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

LONDON:
National Exhibition of Cage Birds – December 2-4. At Alexandra Palace, N22
* Apply, Liffe Exhibitions Ltd., Dorset House, Stamford Street, London, SE1 (Tel. 01-928 3333).

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.
SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.
430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

The business end of Sabena.

An airline with 94% of its passengers on business might be expected to run a businesslike cargo service to deliver the goods their passengers sell.

We do.

In fact in 1966 at Brussels National Airport, a completely new cargo terminal was opened. It's big, fast, fully equipped and was operating a computerised manifesting system long before many other prominent airlines.

Of the total square footage of 158,000 Sabena occupy 110,000 square feet.

Needless to say Sabena offer – but in depth – such facilities as variable temperature cold stores, radioactive lock ups and special accommodation for animals.

This terminal is fully equipped for the palletised age and can turn round a giant Boeing 707 13 pallet freighter in well under two hours. Pallet preparation pits calibrated to automatic scales speed the cargo from one flight to another.

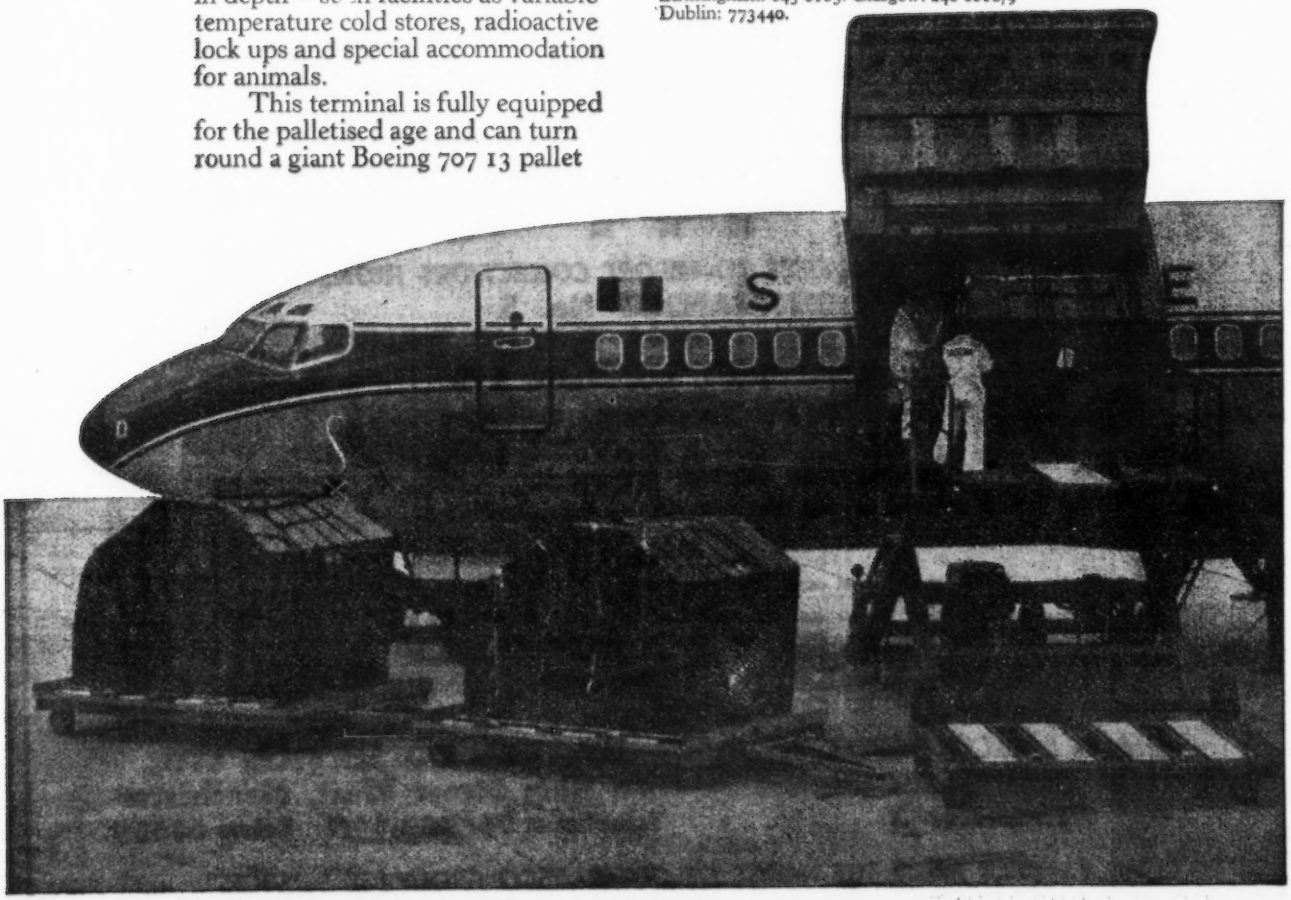
With the entire handling area under cover we can even guarantee the weather.

Our cargo network from U.K.– via Brussels of course – serves no less than 18 points in Europe, six in Africa and the Far East terminating at Tokyo.

Of course if you flew with us to sell the goods, you'll know we can fly them to the same place.

SABENA

London: Skyport 7290/1. Manchester: Mercury 1542. Birmingham: 643 6105. Glasgow: 248 6018/9 Dublin: 773440.



GENTRANSCO— and FRANCE

LONDON – PARIS
TRAIN FERRY GROUPAGE SERVICE
DAILY – *TRANSIT THREE DAYS*

PARIS – LONDON
ROAD/CONTAINER GROUPAGE SERVICE
TWICE WEEKLY – *FOUR DAYS TRANSIT*

LONDON – LYON – LONDON
GROUPAGE SERVICE IN I.S.O. CONTAINERS
REGULAR EVERY WEEK IN BOTH DIRECTIONS

EXPORT DELIVERIES TO–IMPORT COLLECTIONS FROM:
GENTRANSCO No. 5
LONDON INTERNATIONAL FREIGHT TERMINAL,
STRATFORD, LONDON, E.15

RATES & DETAILED INFORMATION FROM:
GENTRANSCO SERVICES LTD.,
P.O. BOX 166, CENTRAL HOUSE, STRATFORD, LONDON, E.15. 2 PT
Telephone: 01-534 6655 Telex: 897153/4

ALSO

MANCHESTER – PARIS
TRAIN FERRY GROUPAGE SERVICE
TWICE WEEKLY – *THREE DAYS TRANSIT*

GOODS TO:
GENTRANSCO DEPOT,
Liverpool Road Goods Station,
Manchester 3

RATES ETC. FROM:
GENTRANSCO SERVICES LTD.,
40 King Street West, Manchester
Telephone: 061 832 6411 Telex: 66659

"AN EXTRACT FROM THE RANGE OF GENTRANSCO GROUPAGE SERVICES"

Excellent results at Jönköping Agricultural Fair

A report from the British Consulate-General, Gothenburg

THE TENTH ELMIA International Agricultural and Forestry Fair was opened on June 4 by Mr. Ingemund Bengtsson, Swedish Minister of Agriculture. King Gustaf Adolf was cheered by 10,000 of his subjects when he crossed the field to the grandstand. After the opening, past and present met in a showing of Swedish-bred horses and a demonstration of the latest in agricultural machinery. This year the fair included a symposium on materials handling problems in agriculture, and one of the principal papers was read by Professor J. R. O'Callaghan, Newcastle. An important change this year was that ELMIA had been shortened by four days. This had very little effect on the total number of visitors compared with last year, the daily average being about 26,000. Over 1,000 companies from 17 countries participated, and the fair was the largest ever held at Jönköping.

The British exhibit was somewhat smaller this year than in previous years, but British firms, particularly in the tractor field, headed by British Leyland, David Brown and Muir-Hill, had large stands displaying their full ranges of equipment. The British joint venture stands were mounted with Board of Trade support under the auspices of the British Agricultural Export Council. The 87-year-old King displayed extraordinary agility and knowledge in agricultural matters when shown round the stands by the British Commercial Counsellor in Stockholm, Mr. Hamish McGhie. The largest exhibit was that of Fullwood & Brand, on whose milking machine carouselle the Swedish Minister of Agriculture and party 'took a ride' on the day after the opening.

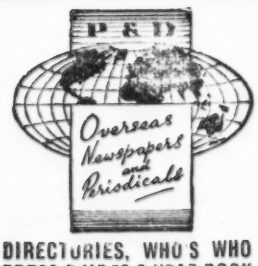
All the participating British firms were very pleased with the results they achieved at Jönköping this year. Quick deliveries are essential in this market, and one British firm regretted having to refuse business exceeding £20,000 owing to their inability to satisfy Swedish buyers on this point. Most of the British exhibitors had been to ELMIA before, and those who came for the first time made the contacts they had hoped for.

Next year the ELMIA International Fair will feature contractors' machinery (in addition to the usual ranges of agricultural and forestry equipment). As this is a field in which British firms are both competitive and strong, the prospects in Sweden should be very good. ELMIA affords a good medium for sales promotion, not only in Sweden but in the neighbouring Scandinavian markets as well. The geographical position of Jönköping in the centre of southern Sweden could not be better, lying as it does where the forestry belt meets Sweden's finest agricultural land.

King Gustaf Adolf of Sweden visits the Merrydown Wine stand at ELMIA. Picture shows (left to right foreground): Mr. T. H. Abraham, British Consul (Commercial); Mr. C. J. R. Purdey, Merrydown Wine Co.; Mr. I. Bengtsson, Swedish Minister of Agriculture; King Gustaf Adolf; and Mr. H. McGhie, Commercial Counsellor, British Embassy.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', Organization for Overseas Marketing' and Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.



DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

CAMEROUN

CAMEROUN EXPRESS, Tuesday, Thursday and Saturday in English; type area: 300 × 190 mm; Rate, per s/c. cm. C.F.A. Fr. 420.

CHANCE, Monthly Magazine in English and French—1st issue Jan. 1969, 10,000 copies; type area: 340 × 250 mm; Rate, Page C.F.A. Frs. 50,000.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

THE MANY SIDES OF FREIGHT MOVEMENT DEMAND DAILY NEWS CONTACT—THE JOURNAL OF COMMERCE PROVIDES THIS

Sample daily copies for a week FREE by placing your name and this advertisement on your notepaper and send it to :

THE JOURNAL OF COMMERCE
19 JAMES STREET, LIVERPOOL, 2

Overseas Trade and Exports

British preferences in Australia

The preferential tariff advantages which British exporters enjoy in Australian markets can easily be forfeited

THIS CAN HAPPEN if British firms are not known to be able and ready to supply the kind of goods desired by the Australian importer whereas their foreign competitor is known to be able to do so. The Australian Customs Department consult the Board of Trade about the reasonable availability of suitably equivalent United Kingdom goods, but exporters are reminded that preferences over a wide range of goods (running into some thousands of items) have been waived until such time as British firms advise the Board of Trade that they are now manufacturing such items for export. That is to say, the initiative for reclaiming their preferential rights rests with manufacturers themselves. (See 'Restoration of Preferential Rights' below.)

Exporters are also reminded that the Australian Customs Department agreed in 1968 that these consultation procedures should be adapted not merely to safeguard British preferential rights but to pick up specific export opportunities for British manufacturers in a position to respond and who say so within six weeks.

These arrangements are now being extended to increase the number of opportunities advertised and these will be taken up in the new computerized export intelligence service. (The Board of Trade regret that the extended arrangements will from time to time include reports of opportunities which British firms recognize to be academic, e.g., because the Australian importer is the subsidiary of one of their foreign competitors.) Procedures covering these cases are dealt with below.

RESTORATION OF PREFERENTIAL RIGHTS

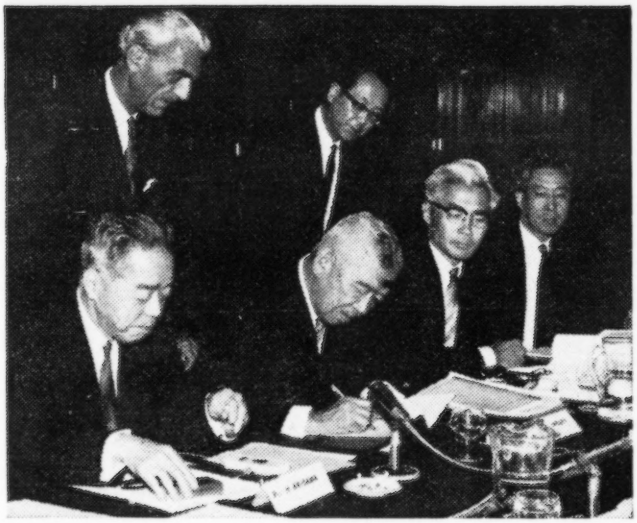
How does a firm find out if a preference is being waived on goods which it can now make reasonably available in suitably equivalent form?

There are two sources for checking which should be examined regularly by British firms and their representatives and subsidiaries in Australia:

i. Goods itemized in Standing By-laws (identifiable by code number 700) and appearing in the Customs By-laws which form part of the Australian Customs Tariff.

ii. Goods itemized in Supplementary By-laws (under Item 20) which are published in the Supplementary By-law Advice List.

Both the Tariff and the Advice List are available for inspection at the Board of Trade's Regional Export Offices, at the Tariff Section of the Export Services Division of the Board or at the Production Departments. Both publications can also be purchased from the Australian High Commission, Australia House, Strand, London, W.C.2, at a price of £3 5s. and £1 7s. 9d. respectively with an additional annual fee to cover amendment sheets.



An agreement was signed in London on June 15 (see Board of Trade Journal, *June 24, page 1679) between the Japan Atomic Energy Research Institute (JAERI), the Power Reactor and Nuclear Fuel Development Corporation (PNC) and the United Kingdom Atomic Energy Authority (UKAEA) for the exchange of information and collaboration on liquid metal cooled fast reactors. The signatories were Dr. Eiji Munekata, President of the Japan Atomic Energy Research Institute; Mr. Goro Inouye, President of the Power Reactor and Nuclear Fuel Development Corporation; and Sir John Hill, Chairman of the United Kingdom Atomic Energy Authority. Left to right: Prof. H. Arisawa, acting chairman of AEC; Mr. J. A. Nicol, UKAEA; Mr. G. Inouye (signing); Mr. Y. Ide, First Secretary, Japanese Embassy in London; and Mr. Y. Takeyasu, director of PNC.*

What should be done by a firm if a preference is being waived on such goods?

If a firm decides that it can make reasonably available suitably equivalent goods it should immediately notify the appropriate Production Department or the Board of Trade's Waiver Section. It should quote the Tariff Item and/or file number shown in the list. If the firm can establish its case, the Australian Customs Department will amend or cancel the entry, so restoring the British Preference.

(Continued at foot of next page)

Is the Tender you have received from abroad all Greek to you – or just double Dutch?

Then, dear Tender people, why not have it translated by

B.W. INSTRUMENTS AND TECHNICAL SERVICES LIMITED, Translation Dept., 593 Green Lanes, Palmers Green, London, N.13. (Telephone: 01-886 4866)

or

LANGUAGE TRANSLATION SERVICES, 5 Marsh Street, Bristol BS1 4AA. (Telephone: Bristol 21381)

East German business visitors

FIRMS WHICH ARE considering inviting East Germans to this country for business purposes may find it useful to know that previous procedures requiring visitors to obtain a Temporary Travel Document (TTD) from the Allied Travel Office in West Berlin have been suspended. East German visitors to the United Kingdom are now simply required to apply in the usual way to the British Consulate-General in West Berlin (Berlin 12 Uhlandstrasse 7-8) for a United Kingdom visa which, if granted, will be endorsed on a Declaration of Identity, also obtainable from the Consulate-General. The visa is normally valid for one visit only.

Visa applications should be submitted with a recent letter from the British firm confirming that they are expecting the visit, and it is necessary for applicants to be interviewed in person before a visa is issued – in the normal course of events seven days from the date of interview. Attendance in person is not usually required of applicants who have been granted a British visa within the previous 12 months. In such cases the subsequent visa will normally be issued in seven days from the date on which the application is received.

The United Kingdom authorities are prepared to consider appropriate measures in cases of exceptional urgency. The best way to avoid unnecessary delays is to ensure that the above procedures are complied with accurately and in good time. Delays are, nevertheless, likely to occur through circumstances outside the control of Her Majesty's Government, and personal attendance usually makes for speed even where it is not required.

It is emphasized that these notes are illustrative, and it should not be assumed that every individual case will conform to them. Any inquiries about this notice should be addressed to the Foreign and Commonwealth Office (Migration and Visa Department).

This notice supersedes the earlier notice on this subject which appeared at page 143 of the *Board of Trade Journal* of July 21, 1967.

BRITISH PREFERENCES IN AUSTRALIA, *continued*

THE EXTRA EXPORT CHANCE

Every applicant for a waiver of British preference is an importer of goods into Australia from some other country. In many cases applicants would no doubt have been willing to buy British had they known British supplies were available.

How can a British firm find out in time and offer to supply before the order is placed elsewhere?

The Australian Customs Department has made arrangements designed to encourage applicants either to make direct inquiries in the United Kingdom or through the offices of the British High Commission in Australia. In the latter event these enquiries are being passed to the Export Services Division who will include them in their computerized export intelligence service.

If a British firm believes it can supply, it is important that it should get in direct touch with the Australian importer within six weeks, copying its response to the Export Services Division. Absence of replies in this time will be taken as prima facie evidence that British goods are not available. If a firm can supply equivalent goods but has reason to believe that an inquiry is not serious and it would therefore be a waste of time to respond to the reported opportunity, it would be prudent to safeguard its preferential position by advising the Board of Trade Waiver Section, briefly explaining its conclusions.

INQUIRIES

Inquiries relating to waiver of British Preference – except those concerned with particular export opportunities which are the responsibility of the Export Services Division – should be addressed to the Board of Trade, Waiver Section, CRE2, Sanctuary Buildings, Great Smith Street, London, S.W.1 (Tel: 01-222 7877, Ext. 3601). Waiver Section can also supply additional copies of this and two previous articles on this subject published in the *Journal* of March 22 and May 3, 1968.

Peru and Poland

IN JANUARY of this year the Banco Central de Reserva del Peru, and the Bank Handlowy W. Warszawie SA, concluded a Reciprocal Credit Agreement whereby all direct commercial transactions and expenses between residents of the two countries may be channelled through special dollar accounts in the above-named banks. Provision is also made for a reciprocal line of credit of two million dollars. The agreement is valid for 12 months, and is automatically renewable for further periods of 12 months unless either party gives three months notice prior to the expiry of the said period of their wish to terminate the Agreement.

In March of this year an Agreement on Economic and Technical Co-operation was signed with Peru at the end of a visit by a Polish Trade Mission led by the Deputy Minister of Foreign Trade. The areas of co-operation identified by the Agreement are the supply of Polish plant, machinery and equipment in the field of mining, industry, agriculture and fishing; the exchange of projects and technical experience and assistance for the development of these activities; the exchange of personnel and scholarships, etc. The Agreement is for three years, automatically renewable thereafter for periods of one year, unless cancelled in writing three months before the expiry date of the respective period.

As a result of the Trade Mission and the co-operation agreement referred to above, a further agreement was signed granting a 10 million dollar line of credit by the Bank Handlowy W. Warszawie SA to the Banco de la Nacion. It has been stated in the press that the line will be used exclusively for financing part payments of exports of Polish capital equipment.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of May 5, 1970, announced the renewal for a further year from February 6 of the trade agreement of 1964 between Tunisia and Rumania.

The agreement provides for a 20 per cent increase in trade on last year's planned level. Rumania undertakes to export to Tunisia, tractors and other farm machinery, transport equipment, mining equipment, chemical products and consumer goods. Tunisia, in return, will export to Rumania, phosphates, iron ore, non-ferrous concentrates and citrus fruits.

During a meeting of the joint Rumanian-Tunisian Ministerial Commission for Economic and Technical Co-operation which took place in February this year, a protocol was also signed on the possibilities of economic and industrial co-operation between the two countries.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467).

Tunisia and Switzerland

THE TUNISIAN *Journal Officiel* of March 13, 1970, announced the renewal for a further year from January 1, 1970, of the trade agreement of 1961 between Switzerland and Tunisia.

Details of quotas can be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459, 460).

Austria and Albania

THE JOURNAL of the Austrian Chamber of Commerce *Internationale Wirtschaft* of May 22 published details of the protocol for 1970 to the Austro/Albania Trade Agreement which was signed in 1961. The protocol sets out in detail the agreed quotas of commodities to be imported into both countries in 1970 as well as a list of Albanian goods which may be imported into Austria free of quota restrictions (with Albania's estimates of amounts in each case).

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482).

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in April 22 issue of the Board of Trade Journal. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 1340 of June 5 issue) or the Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

OUTWARD MISSIONS

Iran still a good market for United Kingdom exports

THE UNITED KINGDOM share of the Iran market is falling despite a large rise in actual exports since 1967 according to the report of the third London Chamber of Commerce mission to Iran which has just been published. The report says that United Kingdom exporters are facing increasing competition from the Federal Republic of Germany, the United States, Japan and Eastern European countries at a time when Iran may be cutting down on its massive purchasing programme of recent years. However, the report forecasts that this will only be a temporary pause and that by the end of the 1970s Iran's foreign currency earnings from copper could exceed even those from oil.

While there it still a large potential market for a wide range of products the main emphasis is on joint venture industrial investment.

On the overall prospects the report says that despite a growth in United Kingdom exports from £43.2 million in 1967 to £60.8 million in 1968 and £71.6 million in 1969 the United Kingdom performance in some sectors, particularly machinery and chemicals, has been disappointing. The chemicals market, however, is still a good one, though subject to strong competition.

There are opportunities in marine engineering and in electrical switchgear.

On contracting and consultancy generally there is still a great deal of work in progress. However, there are already a number of competent Iranian consultants and local construction companies and British firms are advised to offer specialized services in a consortium with a local company.

With the expansion of the oil industry, the development of water resources (dams and irrigation projects), ports, railways, roads and mining, there is a lot of interest in iron and steel. The development of the automobile industry with local manufacturing agreements in operation with Rootes, Rambler, Citroen, Land Rovers and Leyland is well advanced. The next stage will be for service equipment such as filling stations and vehicle testing.

Other openings mentioned in the report are scientific instruments, hand tools, woollens, furniture manufacturing accessories, paint and paper and packaging. Another important field is agriculture.

Copies of the report are available, price 10s. post free from the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

Technical director joins mission

A TRADE MISSION to Japan, organized by the Electronic Engineering Association and sponsored by the BNEC, includes Dr. H. S. Arms, technical director of Marconi Instruments Ltd.

Marconi Instruments have long been associated with Japan, where the company's local distributors, Cornes and Co. Ltd., Tokyo, have supplied the Japanese electronics industry with test equipment since the early 1950s. MI have always had a keen eye for market opportunities in Japan and recent liaisons with that country have included a five-week fact-finding tour by Mr. Doug. Willis, then in charge of MI's market research department; participation in British Week, Tokyo, 1969, visited by over 130,000 people during the 10-day event; and several visits by MI engineers, who have helped to solve individual customer problems and to train local salesmen in the uses and operation of electronic instrumentation.

Semiconductors in Scandinavia

MR. F. R. PURCELL, director of Westinghouse Brake and Signal Co. Ltd. and divisional manager of the semiconductor division, recently visited Scandinavian countries with Mr. D. Ashby, an export executive of the division. The purpose of the visit was to negotiate a substantial increase in semiconductor business which is already in excess of £250,000 per annum.

On inaugural flight to Tokyo

MR. L. RABENECK, managing director, Paterson Candy International Ltd. (a member of the Portals Group), left recently on the inaugural flight to Tokyo via Moscow to investigate the possibilities of supplying water treatment equipment to Japan. He also visited Hong Kong to see various company plants in progress and visited their associated company PCI (Malaysia) Ltd.

Visiting South Africa

THE HYDRAULIC Association of Great Britain will be sending a selling mission to South Africa from July 12-31.

Seven member companies will be participating, and the mission is to be centred on Johannesburg and Durban.

The mission will be led by the director of the association, Douglas J. Stitt, who will also act as secretary.

INWARD MISSIONS

Machine tools and control equipment

A CHINESE Machine Tool Mission has arrived in the United Kingdom. Although the duration of their visit is not yet known, it is understood that the Mission wish to meet as many manufacturers of machine tools and control equipment as possible during their stay.

The names of the mission members are: Shen Tung-chang; Liu Pao-hua; Chang Chi-fu; Fu Shi-chieh; and Tung Yuan.

Companies wishing to call on the team, or to arrange for them to visit their factories, should preferably write or telex to them as follows: Machinery Corporation Machine Tools Purchasing and Visiting Mission, c/o Mr. Wang Chen-pu, Office of the Commercial Counsellor of the Peoples' Republic of China, 6 Gloucester Gate, Regents Park, London, N.W.1 (Telex No. CHINACOM LN 23343).

The mission will be visiting companies in the Birmingham-Coventry area during the early part of their stay, and machine tool firms near those cities should therefore make contact as soon as possible.

Ships and marine equipment

A CHINESE Ships Purchasing Mission are at present in the United Kingdom. The names of the mission members are: Weng Kuan-ken; Huang Shih-chun; Chen Chung-yang; and Ku Yung-chiang.

The mission, which is believed to have already purchased tankers in Scandinavia, and possibly one or more ships for scrapping, is understood to be interested also in dry cargo vessels and seems prepared to travel widely.

The mission may also have an interest in marine equipment and companies with products in that sector are recommended to contact them.

Firms should write or telex as follows: Ships Purchasing Mission, c/o Mr. Meng Ching-yu, Office of the Commercial Counsellor of the Peoples' Republic of China, 6 Gloucester Gate, Regents Park, London, N.W.1 (Telex No. CHINACOM LN 23343).

Robert Hough
WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS
RH
ESTABLISHED
1860

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

BSA's new three-wheel moped, the Ariel 3 – claims to be the first of its kind in the world – is hoped to achieve sales of over 25,000 on the home market in the first full year and to make a useful contribution to the firm's future export programme. Interest in the Ariel 3 has already been expressed from the United States, Australia and Africa, and the firm see the European potential as 'enormous'. The company is already the country's top motor cycle exporter, with over 90 per cent of production going overseas.

Palm oil factories in West Malaysia

Two palm oil processing factories, which together will be capable of dealing with 1,200 tons/day of palm fruit, are to be built by The Guthrie Corporation Ltd. in West Malaysia at a cost of £1.5 million. Construction work starts later this year.

The larger factory, with a daily capacity of 800 tons of fruit, is to be built in four production stages over the next five years at Rantau in Negri Sembilan, and the smaller, to be built in two stages, will be at Yong Peng in Johore.

The cost of the factories includes the installation of processing machinery and equipment, and the provision of services, roads, housing and amenities.

Organ for Australia

The latest in a long line of unusual products packed by Shaw (Export Packing) Ltd., Meltham, Huddersfield, was an organ destined for Australia.

Years ago Peter Conacher & Co. Ltd., Springwood, Huddersfield, built an organ for the Holthead General Sunday School, Slaithwaite, Huddersfield. When the school closed some time ago, the organ was bought back again by the builders. Then an offer to buy the organ came from St. Paul's Church, Kogarah, New South Wales. The two-manual, tracker-action organ is now en route to Australia.

North American breakthrough

One of Britain's largest weighing machine manufacturing companies has broken into the lucrative North American market via a joint manufacturing project with a United States firm.

The trade and industrial division of George Salter & Co. Ltd., West Bromwich, Staffs., is to design the dial and indicator mechanism for one of America's biggest scalemakers.

Mr. Peter Bryden, the division's general manager, who recently returned from a selling mission in the United States, states: 'This development could lead to at least a £100,000 increase in our export business to North America. It may also result in a joint marketing arrangement between ourselves and the American company as well as our supplying weighing machine component parts to other firms there – a potential market of £10 million.'

Last year Salters, who have been in the weighing machine business for 200 years, exported goods worth approximately £650,000.

West Indies contracts for £31,500

Hillspan of Southampton have been awarded contracts totalling £31,500 from the West Indies for structural steelwork. The biggest, worth £25,000 and involving shipping 250 tons of steelwork, is for two buildings to be erected alongside the deep water harbour in St. Michael, Barbados.

A second contract is for steelwork for an extension to a building at the Harbour Industrial Park, Barbados. Hillspan having supplied the steelwork for the building last year.

A third contract is for a complete steel-framed building to be used as offices by the Antigua Workers' Union at St. John's, Antigua.

£64,000 orders in one day

Data-Loop Ltd., Richmond, Surrey, who represent a number of British electronic equipment manufacturers in Eastern Europe, report receiving in one day recently orders from Czechoslovakia and Russia for £64,000. An order from Kovo, Praque, was for a 600-channel data logger from M. B. Metals Ltd., Portslade (part of Carbon Electric Group), and 52 stainless steel electron-beam welded pressure transducers complete with encapsulated amplifiers from S.E. Laboratories Ltd. (EMI group).

Order from Mashpriborintorg, Moscow, are for low-frequency spectrum analysers manufactured by Fenlow Electronics Ltd., Weybridge, and for XY plotters and data translators manufactured by Bryans Ltd., Mitcham.

Data-Loop Ltd. were recently awarded the Gold Award for outstanding export achievements by the International Export Association.

£1 million sales since January

Masson Scott Thrissell Engineering Ltd. report a continuing heavy demand for cutters and winders. Two large contracts received recently from Algeria have brought the company's paper machinery division sales to more than £1 million since January.

During the first four months of this year, substantial orders for the highly successful '1000 series' high-speed cutters and the latest 'A" series underfeed winders have been exported to Europe, Africa, Australasia and both North and South America. In addition to new orders gained from plants in Canada, Holland, Italy, Spain and New Zealand repeat orders have been won in Finland and Brazil.

£100,000 fork lift trucks for Norway

The mechanical handling division of Shelvoke & Drewry Ltd., Letchworth, Herts., a member of the Butterfield group of companies, has received a £100,000 order for fork lift trucks from their Norwegian agent, J. O. Jaeger. The trucks are to be used in the aluminium production plant of A S Ardal og Sunndal Verk.

This latest order brings the division's total export orders to over £250,000 in the past three months.

Power for New York cranes

Three Paxman diesel engines, built at Colchester, Essex, by Ruston Paxman Diesels Ltd., and three Dorman diesel alternator sets, manufactured by Dorman Diesels Ltd., Stafford, will provide the main power supplies for three 45-ton container cranes which Adamson-Alliance (Horsehay) Ltd., of Horsehay, Telford, Shropshire, are building for operation by United States Lines at New York Harbour. Total value of the engine contract is £105,000.

£3.5 million Spanish refinery order

Brefcon International Ltd. have secured a £3.5 million contract with Refineria de Petroleos del Norte SA (Petronor) for the supply of the imported equipment and United Kingdom services for the new 120,000 b d refinery to be built at Somorrostro near Bilbao, Spain. This new refinery is due to go onstream in the spring of 1972.

Foster Wheeler Ltd., London, are engineering co-ordinators for the supply of all equipment which will be supplied on a competitive basis by the Brefcon member companies. These 190 Brefcon companies have an employed capital in excess of £2,000 million. Since 1968 Brefcon have taken export contracts worth more than £34 million.

Oxygen plants in Finland and Algeria

BOC-Airco Cryogenic Plant Ltd., London, have won orders worth nearly £1.5 million for oxygen plants in Finland and Algeria.

The Finnish plant, to supply 240 tons/day of oxygen for copper and nickel smelting at the Harjavalta Works of Outokumpu Oy, will be the first oxygen plant to be installed for use with the Outokumpu flash smelting process.

In Algeria the new plant, to be constructed for the Société Nationale de Sidérurgie at the El Hadjar Steelworks at Annaba, will supply 150 tons day of 99.7 per cent oxygen for the blast furnace as well as pure nitrogen and crude liquid argon.

Both orders represent a major breakthrough for BOC-Airco against established international competition in Scandinavia and North Africa.

BRS PARCELS LTD

EXPORTERS AND IMPORTERS

throughout England, Scotland and Wales
rely on our services for consignments to and from

DOCKS
AIRPORTS
CONTAINERBASES

Throughout services to the Continent, Eire and Northern Ireland.
Over 24,000 places served in U.K. Warehousing and Distribution.

Please contact any of our
90 BRANCHES

EXPORT ORDERS, *continued*

Reel handling plant for South Africa

A £51,000 contract for a reel handling plant to be installed at the Mondi Paper Co. Ltd., Durban, South Africa, has been awarded to Paterson Hughes Engineering Co. Ltd., of Sevenoaks, Kent, by The Bowater Paper Corporation.

The main feature of the contract for which P. R. Sandwell & Co. (UK) Ltd. were the consultants, is the design and erection of conveyors to handle paper reels weighing up to 3½ tons, from the two paper winders on the finishing floor to the store on the ground floor.

Switchboards for New Zealand ferry

Electrical equipment for a new passenger ferry to replace the 'Wahine' which sank between the North and South Islands of New Zealand is being made by Aish and Co. Ltd., of Poole, Dorset.

The vessel is the 'Rangatira', a twin-screw turbine ship being built for the Union Steamship Company of New Zealand.

Aish are providing the main and subswitchboards which distribute electrical power to certain parts of the ship.

British designers export more design

In the first six months of this year, the London office of Allied International Designers has gained 27 new clients for design projects. These include work to be done in London for clients in the United States (corporate identity for a United States bank), Germany (cosmetic, toiletry, food packaging), Sweden (design for a new exhibition centre), Belgium (a brewery), the Netherlands (design for Rotterdam's equivalent of our Post Office Tower).

Computer for Jamaica

An ICL 1902A computer system was recently commissioned at the Kingston, Jamaica, offices of the British American Insurance Co. Ltd. The computer will be used to maintain, on a weekly basis, nearly one million in-force policies for British American clients throughout the world.

ICL's User Programming Service (now part of Dataskil, ICL's recently formed computer service organization), was employed to write some of the programmes for the project.

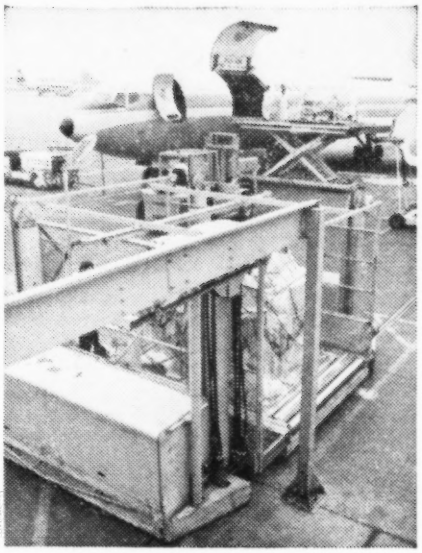
Fifteen large motors on order

English Electric-AEI Machines Ltd. have received orders amounting in total to approximately £200,000 from Ingersoll-Rand of Wallsend, Northumberland, for 15 large ac motors for driving reciprocating gas compressors of their manufacture.

Two motors, each rated for 3,300 hp at 333 rev/min, 11,000 V, 3-phase 50 Hz, are of the brushless design, and are for a process compressor application in an ammonia plant at Qatar. The main contractors for the plant are Power Gas Corporation of Stockton-on-Tees.

A further machine of 920 hp, 333 rev/min, 5,500 V, 3-phase 50 Hz, is of the cage induction type and will be installed at the LPG recovery facilities of the Sonatrach Pipeline scheme in Algeria. Sontrach is the Algerian National Oil concern, and the pipeline is to carry crude oil from a master pumping station in the desert to the coast 500 miles away.

Twelve motors will be installed at new polyethylene and vinyl chloride monomer plants, both to be built by Korea Pacific Chemical Corporation, a joint venture between Korea's state-run Chungju Fertiliser Corporation and Dow Chemical Company of the United States. Seven machines are brushless synchronous, and five are cage induction types, ranging in output from 300 hp at 600 rev/min to 4,500 hp at 200 rev/min. The supply system is 3-phase 60 Hz, 4,160 V for the two largest motors, and 2,300 V for the remainder. Procon (GB) Ltd., are acting on behalf of Dow Chemical in the United Kingdom in the procurement of material.



A Pan Am 707 freighter touches down at Heathrow to discharge a 35-ton load from a New York flight and pick up a further 35 tons. Both operations are completed in 40 minutes. In the foreground, a transporter supplied by Douglas-Rownson, who installed the £200,000 cargo handling system, stands by with a three-ton igloo load which brings the total tonnage handled by the system to 60,000 tons in the 18 months it has been in operation.

Shirt sales success

Four years ago, shirt manufacturer John Langford of London entered the export market for the first time and registered £1,500 in orders. Now, in the first five months of this year, export orders have exceeded £60,000, compared with just over £31,000 for the whole of 1969.

Middle East water plants

John Dore & Co. Ltd. have shipped to the Middle East a number of water distilling and sterilization units with a capacity of 500 litres per hour.

The contract was awarded by the Ministry of Health Directorate General of Medical Services of Baghdad, and valued at £7,500.

Another recent shipment – to Central America – comprised a copper rum still, condenser, stainless steel spirit receivers, together with all firing equipment for a rum distillation plant in British Honduras, worth £5,000.

Further completed contracts included essential oil distillation plant fabricated in stainless steel for the production of bay oil. This plant has a capacity of 1,000 gallons and was consigned to the Island of Dominica, West Indies. Two smaller stills for batch production of lime oil were also shipped to Jamaica and the Isle of Granada. The combined value of these contracts was £8,500 .

£5 million gas turbine deals

On the occasion of the presentation of the Queen's Award to Industry for export achievement to John Brown Engineering (Clydebank) Ltd., the company announced further substantial export orders valued at £5 million.

Sir George Gardner, chairman of JBE, said after receiving the award that the company had been successful in selling 11 of their industrial gas turbines to American customers, for a total value of £4.4 million.

These orders, previously unpublicized, had all been obtained during this current year, and in addition he had particular pleasure in announcing that only that day (June 10) the company had received from the Bahamas Ministry of Works and the Bahamas Electricity Corporation an order for a third repeat gas turbine valued at over £600,000 to be delivered to the Blue Hills Station at Nassau in February 1971.

Air conditioning contract

The Electrical Apparatus Co., St. Albans (Allen West Group), has received orders worth £74,000 from Honeywell Controls for standard starters to be used on the air conditioning systems of Benghazi University.

Telephones in demand

Pye Business Communications Ltd., the recently formed Pye of Cambridge communications company, have secured an order from the United States Freight Development Corporation, for the supply of an internal telephone system. Valued at $50,000, the equipment is to be installed on an Overseas International Airways cruise liner being built at Rotterdam.

The telephone system will provide all passenger cabins and ship services with a high-speed push-button dialling internal telephone facility.

Kent instruments for Cyprus mines

Kent Instruments Ltd., Luton (a member of the George Kent Group), are supplying instrumentation worth £15,000 under a contract with Cyprus Mines Corporation at Skouriotissa, a new customer for Kent. Six sets of instruments will be used in a copper flotation plant.

Equipment for Italy

Baker Perkins Ltd.'s chemical and foundry machinery division have received orders worth £45,000 from Grandi Motori Foundry, Turin, for a range of mixers, a sand reclamation plant and a purpose-built mobile hydraulic controlled articulated sand mixer. This machine has since been added to the company's standard range as a result of the development work done by Baker Perkins for the Italian company.

Tele-Indicators for airports

A £36,000 export order for Solari Tele-Indicator equipment for Muharraq airport, Bahrein, has been obtained by Gensign, a company in the Shipton Automation Group.

Export orders have also recently been obtained for Abu Dhabi and Dubai airports.

Cathodic protection of pipelines

A contract has been signed between National Iranian Oil Co. and Metal and Pipeline Endurance Ltd., a member of the William Press Group of companies, together with Ghar Engineering of Teheran, for complete cathodic protection of the IGAT transmission main and gathering lines.

The pipelines to be protected under the contract exceed 2,000 kilometres of various diameters, up to 42 in. diameter. This contract is one of the largest ever awarded for cathodic protection of pipelines, and involves the installation of over 30 cathodic protection stations over the length of the main from Southern Iran to the Russian border at Astara.

Mapel are supplying all materials and supervision of the installation.

Alarm monitoring aids

Substantial orders in the last two months, mainly for export, bring total sales of the Decca Isis 300 alarm monitoring and data logging equipment to well over 70.

These orders include: seven cargo vessels building at Neptun Shipyard, Rostock, for West German owners; two bulk carriers at the Belgian yard of S.A. Cockerill for Wallenius Belgium SA; a container ship repeat order for J. Davila building at Vigo, and a bulk carrier building at Astano for Naviera Astro.

Race take Canadian order despite severe local competition

Race Furniture Ltd. have won a substantial contract from the University of Manitoba, Canada. The company is to supply Teal, Tern and Kiki chairs and Discus and Curlew tables.

£2.5 million extraction plant

Following an extensive research and development programme carried out in their Stockton laboratories, The Power-Gas Corporation Ltd. (a Davy-Ashmore company) is to design a £2.5 million solvent extraction plant in Zambia. The plant, which will extract 190 tons/day of copper from a copper leach liquor, is for Nchanga Consolidated Copper Mines Ltd. It will be located at Nchanaga's existing mining and refining complex at Chingola, a principal town near Zambia's northern border.

Power-Gas will carry out the design and engineering of the plant scheduled for completion during 1972. Most of the equipment will be supplied from the United Kingdom.

£30,000 order from Holland

Data Dynamics Ltd. – specialists in data preparation and acquisition equipment – have landed a £30,000 order for 70 of their DD 110 paper tape punches, placed by N. V. Philips Gloeilampenfabrieken of Eindhoven – the Dutch headquarters of the Philips organization. Delivery is scheduled to take place between July of this year and March 1971.

Flooring for Bahrain airport

A contract to supply Q-Floor for the first stage of the new terminal building for Bahrain's International Airport at Muharraq, worth £100,000, is the third major project on which H. H. Robinson (UK) Ltd. are now engaged in the Bahrain area.

The three contracts total nearly £500,000, and include Galbestos roof units for the grandstand of the Isa township, and wall cladding, roofing and ventilators for the ALBA aluminium smelter.

£400,000 Dutch contract

Whessoe Ltd., through its engineering division, have won a major contract from Dutch State Mines of Holland involving the design and supply, construction and commissioning of a complete refrigerated ethylene storage and handling facility at the Polychemie Works at Geleen in Holland. The contract, secured against keen Continental competition and valued at approximately £400,000, comprises a double-walled vertical cylindrical storage tank, vapour compression, liquid transfer and vaporizing equipment.

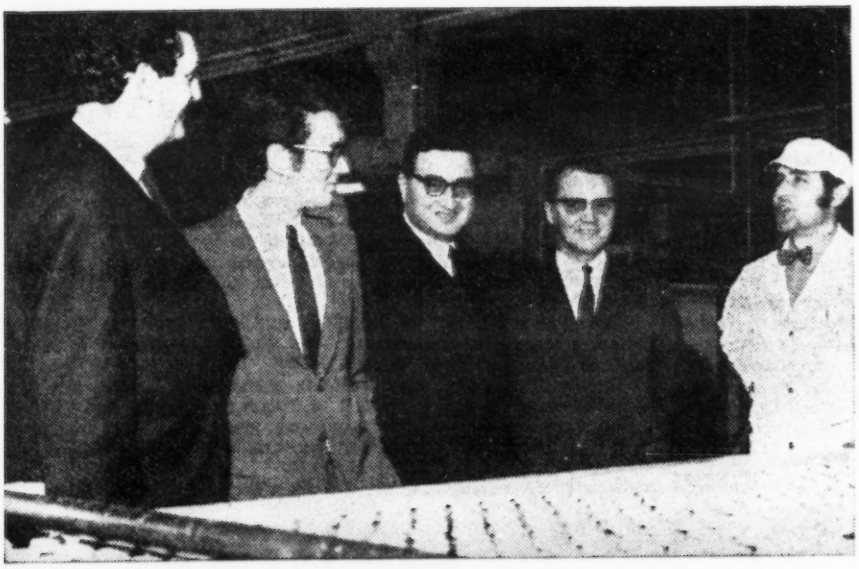
This is the second ethylene storage contract secured by Whessoe in recent years from Dutch State Mines.

Big hydrochloric acid contract

Woodhall-Duckham's North American associates, Pennsylvania Engineering Corporation, have been awarded a $1.6 million contract by the Steel Company of Canada for a hydrochloric acid recovery plant to be installed at their works in Hamilton, Ontario.

The project forms part of Stelco's vigorous programme of air and water quality control and is in line with that company's commitment to the Government of Ontario to meet all the latter's environmental quality control programmes and guidelines.

The new plant which will be associated with a steel strip pickle line, will regenerate 1,800 imperial gallons per hour of spent acid. The Woodall-Duckham process allows recovery and indefinite re-use of the hydrochloric acid used in steel pickling, a job traditionally done with sulphuric acid, which can only be used once. Work on the contract is already in hand and completion is due during January 1971.



Eight buyers representing leading French stores and groups were flown by charter jet to Liverpool to spend a day as guests of Cadbury Overseas Ltd., recently; the primary purpose of the tour was to demonstrate to them the production facilities of Britain's major chocolate biscuit exporter at Moreton in Cheshire, and to visit food stores in the Merseyside area. In this picture Mr. Keith Walker, biscuit manager, talks to (left to right) Mr. Dennis Graham (European manager, Cadbury Schweppes), Mr. S. Marquigny and Mr. B. Avigdor (French buyers), and Mr. Bruno Bokhem (senior sales representative in France).

Mining equipment in Australia

What have been described as the nearest things yet to coal-mining robots have gone into production at an Australian Colliery. Nicknamed 'Walkie-Walkies' by Australian miners, 35 British-made powered supports have been linked together to form a massive steel umbrella which, at the push of a button, shuffles along in line with the coal-cutting operation.

The supports were specially designed and built by the mining machinery group of Fletcher, Sutcliffe, Wild Ltd., Horbury, near Wakefield, Yorks., for a colliery in Newcastle New South Wales.

£400,000 Saudi Arabia contract

A £400,000 contract for electrical services in a new 200-bedroom hotel and conference centre to be built at Riyadh, Saudi Arabia, has been awarded to Drake & Scull International (a member of the Drake & Gorham, Scull group) by N. V. Philips Gloeilampenfabrieken, Eindhoven.

Drake & Scull International will be providing and installing the complete electrical installations for the £7 million project, including some 10,000 light fittings, a 250 kVA standby generator set, sophisticated fire alarm systems and the cabling to closed-circuit television and facilities for simultaneous translation in four languages in the main conference hall.

The confernece centre, which will be used for national and international meetings, comprises a 1,400-seat main hall, exhibition areas and meeting rooms.

King Faisal of Saudi Arabia personally approved British architect Trevor Dannatt's design for the project after an international competition organized in 1966 by the International Union of Architects on behalf of the Saudi Arabian Government. Completion is scheduled for early 1972.

£17,000 orders from Poland

Sturtevant Engineering Co. Ltd., London, announce orders from Poland for mechanical air separators worth £17,000. This follows the visit to Poland of Mr. L. M. Pazowski, Sturtevant's East European project consultant. Four of the air separators, now under construction at Sturtevant's Denton, Manchester, factory, were ordered by Polimex and will be used for handling lime. A fifth separator has been ordered by Centrozap for use in the petrochemicals industry.

Sturtevant participated in the Poznan Fair from June 14 to 23 where they featured a wide range of equipment for the cement, steel, paper and minerals processing industries.

Power plant for American tankers

Two 251,000-ton tankers being built by Verolme United Shipyard, Holland, for the Chevron Shipping Company, San Francisco, are to have marine auxiliaries powered by 1,200 kW multi-stage steam turbines and 1,740 bhp 12-cylinder diesel engines built by W. H. Allen Sons & Co. Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd.

The order for two steam turbines and two diesel engines with various ancillary equipment is worth over £100,000 and was placed by the shipyard with Allen, who experienced keen competition from other European builders of marine power plant.

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: 01-242 7646/7

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

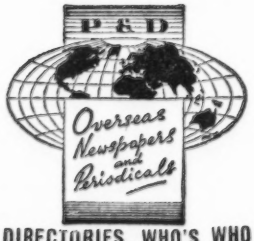
While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).



DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

GERMANY
STAHL UND EISEN
IRON & STEEL
26 issues p.a. Sub. rate £13.10.0.
GIESSEREI
FOUNDRY INDUSTRY
26 issues p.a. Sub. rate £8.11.0.

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Vosper Thornycroft's engineering services department at Woolston, Southampton, has completed 143 parabolic aerials for the General Electric Co. Ltd. The aerials are for use with microwave radio equipment being supplied by GEC for a nationwide telecommunications system in Nigeria against a contract worth £9.6 million. Made of aluminium, and having a diameter of 12 feet, they are similar to the aerials on the Post Office Tower in London, which were also made by Vosper Thornycroft.

GENERAL

The *Journal Officiel des Communautés Européennes* No. C72 dated June 17, 1970 contains the text of a proposed Regulation modifying a number of Regulations in the various agricultural sectors in so far as they concern certificates and levies.

It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

WINES

Regulation (CEE) No. 1134/70 authorizes for a transitional period the liberalization of certain imported wines for direct human consumption (*Journal Officiel* No. L134 dated June 19, 1970).

Regulation (CEE) No. 1135/70 relates to the notification of the planting and replanting of vineyards with a view to regulating the development of plantations (*Journal Officiel* No. L134 dated June 19, 1970).

Regulation (CEE) No. 1136/70 modifies **Regulation No. 134** relating to the declaration of wine yields and stocks (*Journal Officiel* No. L134 dated June 19, 1970).

Regulation (CEE) No. 1126/70 suspends transitionally the application of Article 25 para 1 of **Regulation (CEE) No. 816/70** concerning complementary provisions relating to the common organization of the markets for the wine growing sector (*Journal Officiel* No. L132 dated June 17, 1970).

Regulation (CEE) No. 1127/70 fixes the mean prices for production in the wines sector (*Journal Officiel* No. L132 dated June 17, 1970).

CEREALS

Regulation (CEE) No. 1151/70 relates to the conditions for granting compensatory guarantees for soft wheat, rye for bread making and maize in stock at the end of the 1969/1970 Marketing Year (*Journal Officiel* No. L134 dated June 19, 1970).

Regulation (CEE) No. 1133/70 relates to the conditions for granting compensatory amounts for durum wheat and barley in stock at the end of the 1969/70 Marketing Year (*Journal Officiel* No. L133 dated June 18, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1152/70 authorizes the supply of apples which have been subject to intervention measures to the processing industry and fixes the conditions for this supply (*Journal Officiel* No. L134 dated June 19, 1970).

(Continued on next page)

FORESTRY PLANTS

Decisions Nos. 70/306/CEE and **70/307/CEE** authorizes Belgium and the Netherlands respectively to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirlb) Franco' and 'de Picea sitchensis Trautr et Mey', subject to less stringent requirements (*Journal Officiel* No. L131 dated June 16, 1970).

Harmonization of legislation

THE *Journal Officiel des Communautés Européennes* No. L133 dated June 18, 1970 contains the text of **Directive No. 70/311/CEE** concerning the harmonization of Member States legislation relating to the steering gears for motor vehicles and their trailers.

The French text of this Directive may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174)

Customs legislation in the EEC

THE *Board of Trade Journal* dated August 16, 1968 contained an announcement about **Regulation (CEE) No. 803/68** relating to the valuation of goods for customs purposes.

The *Journal Officiel des Communautés Européennes* No. L134 dated June 19, 1970 contains the text of **Regulation (CEE) No. 1150/70** which relates to the place of entry into the community to be taken into consideration with regard to Article 6 para 2 of **Regulation (CEE) No. 803/68.**

The French texts of these Regulations may be obtained on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of June 17 published a notice setting out amendments to the variable levies and maximum rates which apply from April 1, 1970, to certain foodstuffs of the following tariff headings (for the sake of brevity the descriptions have been condensed):

17.04	Sugar confectionery.
18.06	Chocolate and other preparations containing cocoa.
19.01	Malt extract.
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes.
19.03	Macaroni, spaghetti and similar products.
19.04	Tapioca and sago, and substitutes.
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products.
19.06	Communion wafers, sealing wafers, rice paper, etc.
19.07	Bread, bakers' wares, etc., not containing sugar, honey, eggs, fats, cheese or fruit.
19.08	Pastry, biscuits, cake, etc.
21.01	Roasted chicory and other roasted coffee substitutes, extracts, essences and concentrates thereof.
21.06	Natural yeasts, prepared baking powders.
21.07	Food preparations not elsewhere specified or included.
22.02	Lemonade and other non-alcoholic beverages, not including juices falling within heading No. 20.07.
29.04	Acyclic alcohols and their derivatives.
35.05	Dextrins; soluble or roasted starches, starch glues.
38.12	Prepared glazings, dressings, etc., of a kind used in textile, paper, leather or like industries.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

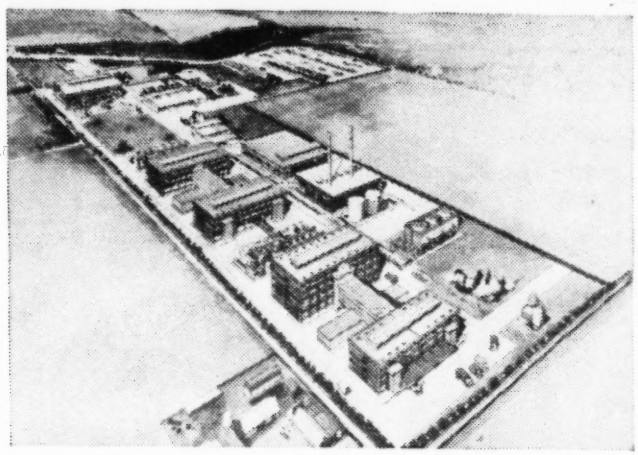
AND STILL THE LEADERS

		Telephone Numbers
LONDON Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR	0703-23731

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"



Artist's impression of the new £8 million fine-chemical plant of Roche Products Ltd., at Dalry in Ayrshire, which is nearing completion. The production capacity has been designed to meet continually increasing export market demands for nutrients such as Vitamin B. (Thiamine) and the pantothenates which are widely used in the pharmaceutical, food, and livestock feed industries.

SPAIN

Duty-free import quotas

Butyl alcohol

THE SPANISH *State Gazette* of June 18 announced a duty-free import quota of 2,500 tons of butyl alcohol (Tariff heading 29.04 A 3) valid until June 18, 1971.

Wire rod ('Fermachin')

The *State Gazette* also announced a duty-free import quota of 10,000 tons high carbon steel wire rod ('Fermachin') (Tariff heading 73.15 A 3 b) valid until December 31, 1970.

Iron and steel products

Notice was given in the *Board of Trade Journal* dated January 14 (page 126) of duty-free import quotas on the following products valid until June 30, 1970.

The Spanish *State Gazette* of June 18 announced that the period of validity has been extended to December 31, 1970.

Tariff Heading	Description
73.13 B 3 c	Galvanized sheets and plates
73.13 B 3 e	Chrome plates and sheets
73.13 B 3 e	Electrozincing plates and sheets

Notice was given in the *Board of Trade Journal* dated January 14 (page 126) of duty-free import quotas on some iron and steel products valid until June 30, 1970.

The Spanish *State Gazette* of June 18 announced that the period of validity has been extended to December 31, 1970 and that the duty-free quotas have been increased and cover other sub-headings for the following products:

Tariff Heading	Description	Quotas increased by tons
73.06 A and B	Steel ingots	20,000
73.07 A and B 1	Billets	25,000
73.07 A and B 2	Blooms	50,000
73.07 B 3 a	Sheet bars of 600 mm or less	5,000
73.07 A and B 4 a	Slabs weighing more than 1 ton	175,000
73.08	Coils	250,000
73.10 A and B 1	Wire rod	5,000
73.13 B 1 a	Hot-rolled sheets and plates 3 mm or more	20,000
73.13 B 1 a	Naval sheets ('chapa naval')	160,000
73.13 B 2 c and d	Cold-rolled sheets and plates less than 2 mm	150,000

Import quota—coated paper

The Spanish *State Gazette* of June 18 announced the following import quota with a reduced custom duty of 5 per cent valid until September 18, 1970:

Tariff Heading	Description	Quota in tons
48.07 B 1	Coated paper	3,000

Inquiries about these notices should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Opening of global quotas

THE SPANISH GLOBAL quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1970. Applications should be presented from June 24 to July 24.

Quota No.	Goods	Value of licences for which applications are invited (Pesetas)
47	Dumpers	121,000,000
51	Tractors	234,256,000 (1,948 units)
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	151,250,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Joint assembly: furnaces

IN THE SPANISH *State Gazette* of June 18, the Spanish authorities published approval under the Special System of Joint Assembly (details of which appeared in the *Board of Trade Journal* dated August 11, 1967, page 368) of a pro forma resolution for the manufacture of Furnaces, not electrically operated (BN Heading 84.14.F).

The parts, components and materials which may be necessary to import for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duty.

On application, specific resolutions could be approved by the Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc., to be imported with the reduced import duty, provided the total value of such parts does not exceed the following percentages calculated on the total industrial cost price of these finished goods.

Soaked pit furnaces,		20 per cent
Rotary hearth furnaces,		20 per cent
Moveable hearth furnaces	– Thermal treatment,	20 per cent
Moveable hearth furnaces	– Chauffage, moulded steel annealing, structure standardization and normal treatment,	10 per cent
Walking beam furnaces,		20 per cent

From the time of coming into force of the first specific resolution for the joint assembly of these furnaces all custom duty reductions and exemptions for the import of this kind of equipment will be suspended. When specific resolutions are being considered the Spanish Ministry of Commerce is authorized to impose a transitory customs duty.

The current pro forma resolution will remain in force for a period of two years from June 18, 1970.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– Dr. FRY'S TRANSLATION SERVICE

2. Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. Telephone: PARK 3087 and 7163

Sound recordings

THE SPANISH *State Gazette* of June 17 published an Order of June 8, governing the importation, publication and sale of sound recordings in Spain. The new regulations come into force immediately.

The texts of sound recordings made or published in Spain or imported must be submitted to the Ministry of Information and Tourism (Dirección General de Cultura Popular y Espectaculos) for prior approval.

Firms engaged in the manufacture, importation or sale of sound recordings must be registered with the Ministry of Information.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462) where the Spanish text may be seen.

CENTRAL AFRICAN REPUBLIC

Tariff modifications

IT HAS BEEN reported that Ordinance No. 70/6 of March 12, 1970 announced the following modifications to the 'taxe complementaire' levied on fuels in the Central African Republic:

Tariff No.	Description	New Rate (Francs CFA)	Old Rate (Francs CFA)
		per litre	per litre
27.10	Super grade fuel		
	other		
	fuels composed of petroleum spirit mixed with other combustible liquids	21	(16)
	Gas oils	10	(5)

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423, 288).

EAST AFRICA

Customs tariff amendments

TELEGRAPHIC INFORMATION has been received from Nairobi and Kampala about changes in the Kenyan and Ugandan tariffs resulting from their recent Budgets.

Information is also expected shortly from Dar-es-Salaam about the effect of the Tanzanian Budget.

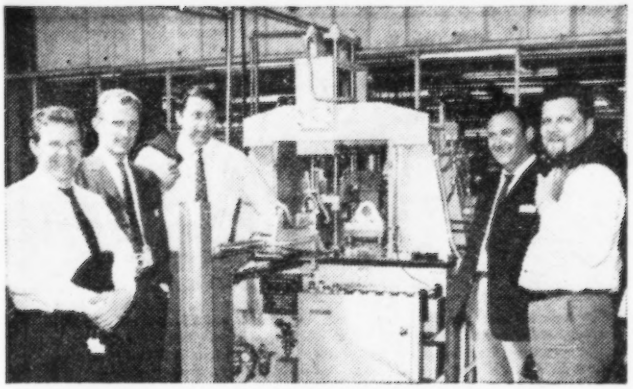
Full details will be published as soon as they are available. In the meantime, inquiries should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

KUWAIT

Import regulations

AN AMENDMENT has been made to Order No. 27/1967 which prohibited the import of second hand transport vehicles into Kuwait. Petrol operated second-hand transport vehicles may now be imported with effect from May 31, 1970 (Customs' Notice No. 1/70).

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).



As part of a programme to step up sales in Scandinavian countries, Thorn Domestic Appliances recently brought 14 sales executives to the Havant factory export division for a cash training course in selling Kenwood, Tricity, Moffat and Main appliances. As part of the two day programme, salesmen from Norway, Sweden, Finland, and Denmark also took part in an inter-nation competition to produce the fastest ideas for an electric mixer launch in Scandinavia. The picture shows a section of the sales group touring the Havant factory whilst the competition results were judged. Pewter tankards were later presented to all the visitors.

Getting your maximum percentage of exports?

The Bank which commands 40% of New Zealand's banking business has the vital information you need! The Bank of New Zealand—with over 400 offices—can give you up-to-date information on trading conditions and markets both in New Zealand's industrial centres and primary producing areas. Whether you're concerned with export expansion or investment—see the Bank of New Zealand first.

Contact our London Office—or the International Division at Head Office in Wellington.

Bank of New Zealand

Incorporated with limited liability in New Zealand 1861.

London Main Office: 1 Queen Victoria Street, EC4 · Piccadilly Circus Office: 54 Regent St., W1 · Haymarket Office: 30 Royal Opera Arcade, SW1. (New Zealand House Bldg.)
Head Office: P.O. Box 2392, Wellington, New Zealand

REPORTS FOR UNITED KINGDOM EXPORTERS ON OVERSEAS REPRESENTATIVES

INFORMATION ABOUT the commercial standing of overseas representatives is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of overseas representatives, the scope of their activities, and the size of their organization, and their suitability to act as your agent. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Asian Institute of Technology: Bangkok, Thailand

The Institute will start the first stage of construction of a new Campus early in 1971 on a new site at present being prepared at Rangsit, near Bangkok. The first stage includes Academic, Residential, Administration and Maintenance Buildings amounting to about 33,000 square metres floor area, and basic site services and landscape, at a total value of about $4,000,000 to be financed jointly by the Governments of Australia, Thailand, the United Kingdom and the United States.

A. Applicants are invited to seek to be included on a list of contractors to be invited to tender for the supply, installation and commissioning of any of the following:

Air Conditioning Installations including Centralized Chilled Water Plant; Chilled Water Mains; Ventilation and Fume Extract Systems; Laboratory Service Installation including Compressed Air, Water, and Localized Gas Distribution; Water Distribution within Buildings; High Voltage Electricity Distribution; Sub-Station including Switchgear and Transformers; Electrical distribution and Installations within Buildings; Ancillary Electrical Services such as Clocks, Fire Alarms; Telephone Exchange Equipment; Telephone Cables and Instruments; Special Electrically Operated Hoists; Sanitation and Plumbing Installations; Water Supply Installations; Sewage Systems including Ejectors and Pumps.

Applicants should provide the following information:

1. Type and scope of work that you can undertake.
2. Average turnover during last three years.
3. Names and details of agencies held in Thailand.
4. Upon which approved lists your company appears.
5. Bankers reference.
6. Assurance that your company has the facilities for carrying out maintenance contracts.
7. Contracts carried out in Thailand.

B. Applicants are invited to seek to be included on a list of suppliers of any of the following goods and materials:

Sanitary Fittings; Hardware; Roller Shutters; Sun Louvres; Mosquito Screens; Aluminium Sliding Windows; Aluminium Doors; Sliding Door Track and Gear; Light Structural Steelwork; Tinted Glass; Wired Plate Glass; Unplasticized P.V.C. Pipes; Penstocks; Fire Hydrants and Extinguishers; Vinyl Sheet and Tile Flooring; Plastic Skirtings; Carpets; Paint; Aluminium Foil; Acoustic Wall Tiles; Ceramic Wall Tiles; Gantries; Gullies; Industrial Shelving; Fume Cupboards; Lecture Theatre Seating; Laboratory Benches and Fittings; Chalkboards; Projector Screens; Air Conditioning and Air Handling Equipment; Chilled Water Plant; Pipework, Fittings and Valves; Air Conditioning Duct Work, Grills, Diffusers, etc.; Insulation Materials for Duct Work and Pipes; Laboratory Services Outlets for Gas, Water and Compressed Air; Electrical Switchgear an Distribution Equipment; Transformers; Electricity Cables both High and Medium Voltage; Electrical Accessories (Switches, Socket Outlets and similar items); Telephone Equipment; Sanitaryware; Standby Generators; Automatic Plant Controls; Water and Sewage Flow and Level Meters; Borehole Pumps; Well Head Equipment; Sewage Pumping Equipment including Ejectors and Compressors; Surface Water Pumping Equipment.

Applicants should provide the following information:

1. List of products you may hope to supply and where they have been used in Thailand.
2. Country of manufacture.
3. Bankers reference.
4. Name of *bona fide* agent in Thailand.

Contractors and suppliers should send their applications for consideration by July 15, 1970, to D. L. McClintock, Asian Institute of Technology, P.O. Box 2754, Bangkok, Thailand. Paragraphs of replies should be numbered as this advertisement.

In inviting these applications the Asian Institute of Technology enters into no commitment to invite tenders from any of the applicants.

Nigerian trainees gaining practical experience of 6GHz radio equipment in the transmission section of the training school at GEC-AEI Telecommunications Ltd. in Coventry. The trainees are Nigerian P and T personnel who will eventually operate and maintain the vast nationwide microwave radio network which GEC is supplying to Nigeria under a £9.6 million contract. Fifty-two Nigerians are being trained in Coventry and 174 at courses conducted by GEC at the P and T Department's Training School at Oshodi.

IRAN

Tariff amendments

THE IRANIAN Ministry of Economy has announced that the importation of liquid gas cylinders under Tariff 722 of the general regulations governing exports and imports does not now require the prior agreement of the Ministry.

It is also announced that the importation of concrete mixers under Tariff 840 is now subject to the Ministry's agreement.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Outbreak of Cholera

THE BOARD OF TRADE has been advised that some cases of cholera have occurred in Tehran. Travellers to Iran are advised in their own interests to carry cholera inoculation certificates. No further information is available at the present time.

ISRAEL

Law of Contracts

A BILL HAS been presented to the Israeli Parliament on the Law of Contracts (General Part) 1970, and a translation has been sent to the Board of Trade.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population industries, economic factors, and summarizes the nature and extent of imports and export Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Bear right for the Southern Alps, North Island, Hutt Valley and Fiordland.

Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in New Zealand.

Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Auckland or chatting to a few stockmen at a race meeting.

If you find prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of ground work. And you won't waste your first week out there asking the questions we could have answered in London.

Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from New Plymouth to Wellington or the advantages of a private company. You may just want to know how hot it gets on the Clutha or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in dozens of other specific booklets, all available *free*.

Talk to the *locals*, A.N.Z. Bank in London.

A.N.Z. Bank

Other London branches at:
20 Grafton Street, W.1. 01-493 8791
25 Great Cumberland Place, W.1. 01-723 4271
263 Strand, W.C.2. 01-405 3688

Australia and New Zealand Bank Limited
Head Office: 71 Cornhill, London, E.C.3 Tel: 01-283 1281
with E. S. & A. Bank, a member of Australia and New Zealand Banking Group Limited

Barbados and the Windwards

with the eight modern cargo ships of the Geest Atlantic Fleet. A fast efficient freight service linking Barbados, Dominica, St. Vincent, Grenada and St. Lucia. Sailings every week of the year from Barry and Preston.

Fast freight service

GEEST LINE

Spalding, Lincolnshire PE11 2AL
Tel: Spalding 3901 · Telex:32235

Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: 044 62 4121. Telex 49428. Albert Edward Dock, Preston, Lancs. Tel: 0772 29261. Telex 67642. Hornby Dock, Bootle 20, Liverpool, Lancs. Tel: 051 922 6383. Telex 627263.
Area Office: Austral House, Well Street, Bradford, Yorks. Tel: 0274 32599.
Agents: Killick, Martin & Company Ltd., Dunster House, 20, Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. Killick, Martin (Birmingham) Ltd., St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. R. M. Beveridge & Co. Ltd., 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228.

Computerized Export Intelligence

Precise and rapid information for exporters is available from the Board of Trade's new computerized export intelligence service. Exporters can specify the exact kind of information they need in terms of goods or services and of overseas markets.

Information on overseas buyers visiting Britain, manufacture under licence, successfuul bidders, aid and loan agreements and similar export intelligence is also available. In addition, subscribers receive free quarterly and economic trading reports on more than 100 countries.

For further information contact

Export Intelligence

Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7049).

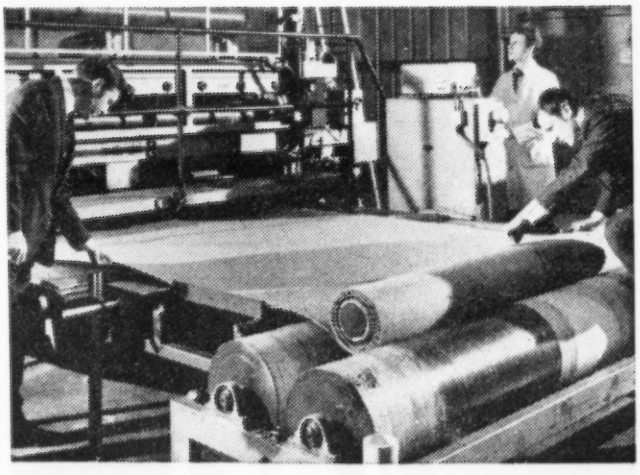
The initial cost is £25, for which subscribers receive up to 500 notices on the countries and types of intelligence for which they have registered.

LEBANON

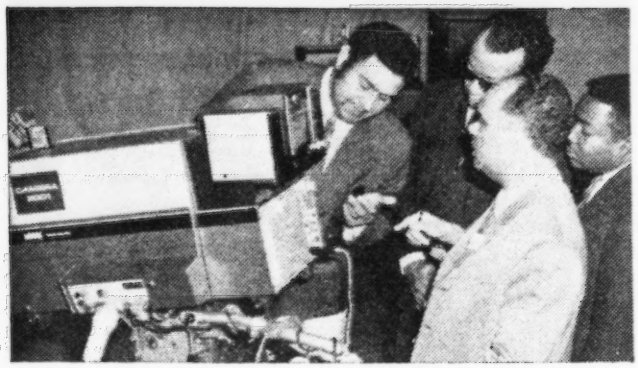
Transit firms' strike settled

THE STRIKE of international transit firms in Lebanon, reported on page 1685 of the *Board of Trade Journal* of June 24, has been settled and traffic to the Arab hinterland is flowing again. The Syrian authorities have agreed to discuss their differences with the transit firms and to restore increased transit charges from Beirut to their previous level.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).



Dunlop Semtex needlepunch carpeting is now being manufactured from the recently acquired plant at Gillibrands Estate, Skelmersdale. Here, Mr. Alan Dyson, works manager, and Mr. Gerard Burns, development process control chemist, inspect the first run-off, while Mr. Les Collier, production supervisor, controls the batching up and cutting machine.



Members of the Arab States Broadcasting Union (ASBU) visited the Television Equipment Division of EMI Electronics recently during a mission to observe the advantages of the PAL system of colour television and to appreciate the high quality of British television equipment. Mr. Denzil Beale (EMI Television) demonstrates the EMI colour television camera Type 2001 to (from left to right) Mr. Mustafa Awad Allam (director, Technical Centre, ASBU), Mr. Aly Abou Kandeel (chairman, ASBU Technical Committee and technical adviser to ASBU), and Mr. Ismail Ahmed Ismail (Sudan representative on ASBU Technical Committee).

SINGAPORE

Import control

THE SINGAPORE *Government Gazette* dated June 6, 1970 published the Prohibition of Imports (General Licence) (Amendment No. 5) Notification, 1970 which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965 by the addition of the following:

123 Multi-tone horns, hooters and sirens for motor vehicles
124 Straight-through silencers for motor vehicles
125 Wheat starch

This notice means that the goods shown are now subject to quota restriction or special import licensing.

Inquiries should be made to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401, 468, 469).

Control of manufacture order

THE SINGAPORE *Government Gazette* dated June 12, 1970 published the Control of Manufacture (No. 3) Order 1970 which amends the First Schedule to the Control of Manufacture Ordinance, 1959, by the addition of the following (xcix) Aseptic milk. This ordinance requires intending manufacturers of the scheduled items to register.

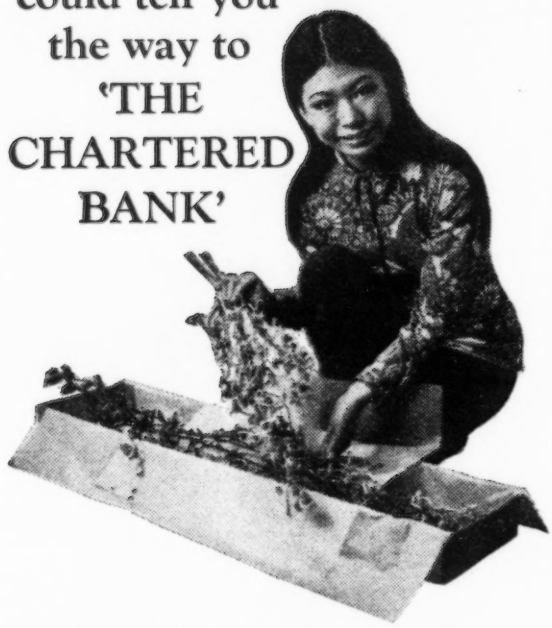
All inquiries should be made to Commercial Relations and Exports Department, Room 309, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting ref. CRE 19029/G.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Choo may not know all about the growth of local industry...

But she could tell you the way to 'THE CHARTERED BANK'



The Chartered Bank is as much a part of Singapore's life as the orchid girls who trim and pack their fragile, exotic wares safe for airlifting to every part of the world. We have twelve branches in Singapore city—and eight more spread over the island.

The Chartered Bank, with its subsidiaries and associates, forms the largest British Bank in the East, where it has operated for more than a century. Each office is a local bank, whether in the Middle East or Asia, or in Europe or America. Each too is an international bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

The Chartered Bank

(Incorporated in England by Royal Charter, 1853)

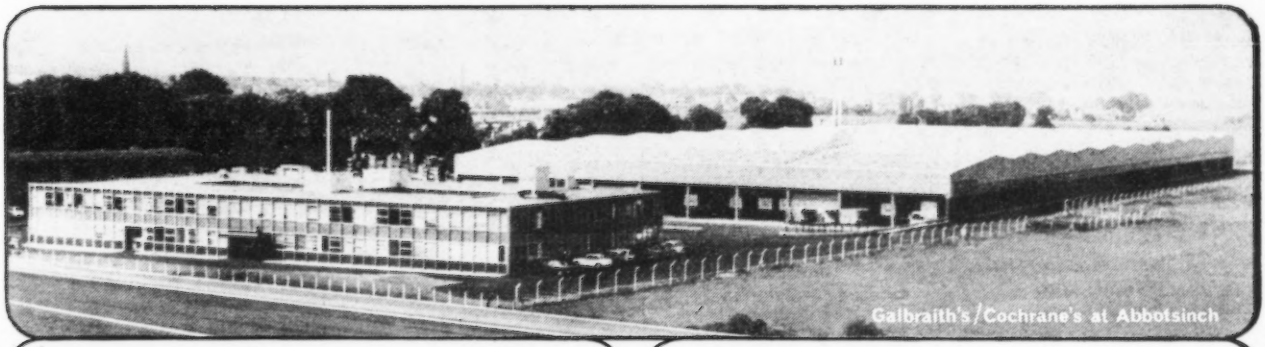
Head Office: 38 Bishopsgate, London E.C.2.

A member of Standard and Chartered Banking Group Limited.

City Bakeries Ltd at Balmore

you can tell a good industrial estate by the companies it keeps

Lyon Estates around Glasgow have many international names housed in modern factory/warehouse units. Rent /rate costs are economic and the environment breeds success. Units available from 2,500 sq. ft.


Galbraith's/Cochrane's at Abbotsinch

Advance units now available at

AIRDRIE
Unit 7 2,500 sq. ft.
Unit 9 2,500 sq. ft.

ARMADALE
Unit 2 6,200 sq. ft.

BISHOPBRIGGS
Unit 3 2,500 sq. ft.

RUTHERGLEN
Unit 5A 3,700 sq. ft.

RENFREW
Unit 1 6,100 sq. ft.

BALMORE
Unit 10 5,300 sq. ft.
Unit 82A 4,150 sq. ft.
Unit 82B 3,150 sq. ft.
Units 82C-F 2,400 sq. ft.
Unit 90 7,250 sq. ft.
Unit 91 5,000 sq. ft.

PREMISES INCLUDE

- A flexible complement of offices
- Private car parking facilities
- Power & lighting points
- Oil fired air heating system
- Toilet facilities with electric water heaters
- Vinyl tiled floors
- All factories and offices decorated prior to entry

Advance units under construction, from 2,500 sq. ft. to 15,000 sq. ft. on the following Estates: AIRDRIE, ARMADALE, RENFREW, RUTHERGLEN, GLASGOW (Balmore, Bishopbriggs, Clydeside, Govan). Other Lyon Developments at ABBOTSINCH, BELLSHILL, CARRONSHORE, GLASGOW (Anderston Quay, Kelvinhaugh Street, Scotstoun, Shieldhall).
Lyon specialist staff will provide a sketch scheme to suit the customers' individual requirements. All Lyon estates are located within the Scottish Development Area and M.O.T. grants are therefore available.

INTRODUCING AGENTS WILL BE RETAINED

If you are thinking of moving you must view these excellent value Factory/Warehouse Units before you make up your mind.

Lyon

LYON GROUP LIMITED (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2.
Tel. 041-221 3961/7

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

GIFTS IN A MATCHBOX Series, also TARTAN-BACKED PLAYING CARDS, SPIRIT FLASKS. Enquiries to Cumbrae Supply Co., 19 Watt Road, Glasgow, S.W.2.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

MOTOR CRUISERS, secondhand Norfolk Broads boats. Two, four and seven berth Cabin Cruisers, also Yachts for sale. Up to 40ft. in length, all priced under £960 each. Lying at Great Yarmouth, Norfolk. Easy shipment to Western Europe. Inquiries to Norfolk Marine, Port of Yarmouth Marina, Great Yarmouth. Telephone 56531.

MILITARY STEEL HELMETS. British Mark IV, unused, and in original cartons of 5 (suitable for shipment) complete with chin straps and inners, assorted sizes. 30,000 for immediate disposal. Victoria Industrial Contracts Limited, Victoria House, St. Margarets Avenue, London, N.20. (Subject to Export Licence.)

INDONESIA

Bonded warehouses system

INFORMATION ABOUT the system of bonded warehouses in Indonesia was published in the *Board of Trade Journal* on June 18, 1969 and April 8, 1970. Some doubt has arisen whether goods financed under programme aid (DK) extended to Indonesia by the United Kingdom could be received into the General Entreport at Djakarta.

In order to remove this doubt, it is now confirmed that the P. T. Jado Warehouse, managed by the Superintending Co. of Indonesia and located at Kampung Bandan, Djakarta may be used for the importation into Indonesia of goods financed under programme aid (DK) extended to Indonesia by the Government of the United Kingdom.

This is on the understanding that such goods will be imported in accordance with contracts made between the Indonesian importers and United Kingdom suppliers, and that such contracts will have been, as at present, submitted to the United Kingdom authorities by the banks concerned in the United Kingdom, before the goods were shipped from the United Kingdom.

PARAGUAY

Re-exports of whisky and cigarettes

PARAGUAYAN MINISTRY of Finance Resolution No. 382 of April 10, 1970 restricts the import of whisky and cigarettes to re-export to those transit traders who pay at least Guaranies 20 million a month in tax.

The existing taxes paid by transit traders on whisky and cigarettes are approximately Guaranies 1,800 per case of 12 bottles, and Guaranies 4,000 per case of 10,000 cigarettes respectively.

Though the new regulation is not expected to diminish the total volume of whisky and cigarettes imported into Paraguay, it is likely to concentrate the transit trade into the hands of a very limited number of transit traders.

Inquiries about this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ARGENTINA

Devaluation of Peso

THE ARGENTINE Central Bank announced on June 18 that the Peso Argentina had been devalued from 3.50 to 4.00 pesos to the U.S. dollar.

BRAZIL

Pro-forma invoices

COMMUNICATION NO. 300 dated May 5, 1970, issued by the Foreign Trade Department of the Bank of Brazil cancels the requirement for the Chamber of Commerce certification on pro-forma invoices, or any corroborative documents of declared value.

Such documents require a signed declaration by the manufacturer and/or exporter, on his own responsibility, as follows:

'The prices shown herein are current market prices for export to any country.'

The manufacturers and/or exporters must always state whether the following are included in the quoted price:

(a) Internal freight and/or other expenses, specifying their nature when they occur;

(b) Agents, distributors, sales representatives or concessionaires commissions, stating when they occur their value, and name and address of the beneficiary.

Pro-forma invoices issued by commercial concerns of a multinational character will be accepted instead of those of the manufacturers when referring to the importation of parts, accessories and other small spares – providing the above mentioned requirements are fulfilled – as long as the interested party undertakes to present to the Foreign Trade Dpartment of the Bank of Brazil, at short notice, manufacturers' price lists whenever the goods are mass produced. The pro-forma invoice no longer requires a consular visa.

A Chamber of Commerce is still required to certify the origin of the goods on an additional copy of the commercial invoice.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

PANAMA

Agency legislation

THE *Board of Trade Journal* dated December 24, 1969 (page 1743) reported the promulgation of the Panamanian Cabinet Decree No. 344 dated October 31, 1969, which introduced agency legislation in Panama. HM Embassy in Panama City now report the introduction of Executive Decree No. 9 dated February 7, 1970, defining the terms and establishing the procedures to which the original decree referred.

Copies of the official translations of Cabinet Decree No. 344, and of those Articles of Executive Decree No. 9 which are of particular interest to British firms, are available from Export Services Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 477). A copy of the complete Spanish text of Executive Decree No. 9 is available if required.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Variety metal workers in all types of metals to ⅜" thick. 10 brake presses and guillotines. Rolling capacity to ¾" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in ⅜" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E14.
Telephone: East 5911 (5 lines)

Introducing the well-known range of

Luey Harding

QUALITY PLASTIC WARE

Dustbins, Laundry Baskets, Food Containers, Waste Paper Bins, Swing Top Bins, Buckets, Pedal Bins, Fridge Boxes

Prices and Catalogues from:

COPE ALLMAN PLASTICS LTD.
Fitzherbert Road, Farlington, Portsmouth. Hants. Tel. Cosham 70102

Screwing machines
For Bolts and Pipes.
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388

JAMAICA

Import licensing arrangements

THE LIST OF Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of sub-paragraph (b) of item 62 (Flowers and Foliage) and the substitution therefor of the following:

62. Flowers and foliage:
(b) Artificial, in any form or combination (excluding glass or carved material or of metal or of pottery).

MEXICO

Federal labour law

HM EMBASSY in Mexico City report that a new Law came into operation on May 1, 1970 replacing the Labour Law passed in 1931. It sets minimum standards for virtually all terms of employment, such as annual and public holidays, maximum working day, overtime and rest periods, as well as setting out the procedure to be followed in profit sharing and in the provision of workers' housing.

The Law also lays down the scale of compensation in cases of unjust dismissal and industrial accidents; regulates trade union procedures and accounting and stipulates the procedure to be followed to call a strike and to revise collective contracts.

The general effect of the Law has been to raise the minimum standards relating to holidays, etc., although many of the benefits accorded by the new Law make obligatory what was already widely observed by custom or was provided for in collective contracts.

Inquiries regarding this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290), quoting ref. CRE 23345 G.

UNITED STATES

Control of hazardous radiation from microwave ovens

THE *Board of Trade Journal* of June 3, 1970 gave notice of a proposed performance standard applicable to the omission of microwave radiation from microwave ovens in the United States.

The Bureau of Radiological Health has now extended the date for submitting written comments on this proposal to July 21, 1970.

Further information may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (ref. F.R. 16.6.70).

Tariff classification : electron probe X-ray microanalyzer

THE UNITED STATES Bureau of Customs is to review the tariff classification of electron probe X-ray microanalyzers. At present they are classified as apparatus based on the use of X-rays in item 709.63 of the tariff. Consideration will be given to the reclassification of microanalyzers as spectrometers for chemical analysis under item 711.88 TSUS, at a higher rate of duty.

The Bureau will consider written comments from interested parties received not later than July 9, 1970.

Further details about this notice may be obtained from Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), ref. FR 10.6.70.

CANADA

Density adjusting agents for citrus flavour in beverages

THE CANADIAN FOOD and Drug Directorate have issued trade information letter No. 334 dated May 28, 1970, which refers to advice previously given by the Directorate to manufacturers of citrus-flavoured beverages to reformulate so that the concentration of brominated vegetable oils in the finished consumer product would not exceed 15 ppm, and states that all such products manufactured after July 1, 1970, must not contain in excess of this amount.

The letter advises food manufacturers that sucrose acetate isobutyrate (SAIB) has also been found useful as a density adjusting agent in the formulation of citrus flavour emulsions for use in carbonated and non-carbonated beverages, and that as a result of a review of available toxicological data, the Directorate propose to recommend to the Minister of National Heath and Welfare that the Food and Drug Regulations be amended to permit the use of SAIB at a maximum level of 50 ppm in citrus-flavoured beverages.

Inquiries concerning this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456 and 457), quoting reference TIL334.

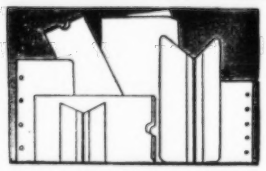
OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of April 22 issue.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720430 7

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

General sheet metal workers, metal polishers to the trade

Cutting capacity 10′ × ¼″
Brake Press 10′ × ⅛″

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

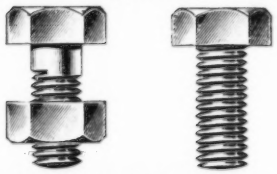
Member of the Stainless Steel Fabricators' Association.

ring Bells
for
machine tools and sheet metalworking machinery
Price List sent on request
Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools LTD.
Walter Street. Leeds 4 England

CUNNINGTON AND COOPER (SPECIAL METALS) LTD
ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475

Designers, Engineers, Fabricators of Titanium, Zirconium, Tantalum, Niobium, Molybdenum, Platinum, and Nimonics/Nickels.

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



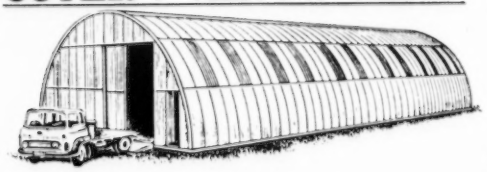
Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, 12
Trunk Dial 021-449 3781 (6 lines)
G K N Bolts & Nuts Accredited Stockist

Air Compressors from 1 to 100 C.F.M.

Manufactured by London's most progressive compressed air engineers. Our plant is in use in over 40 countries. For details, please apply to

Sherry & Son (Compressors) Ltd,
U.K. Division,
87/89 Pancras Road, London NW1
Telephone: 01-837 7177
Telegrams: Sheryair, London NW1

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS

35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS
Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

Springs one off or long runs, for every requirement.

Tension; Compression; Square Section; Round Section; Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.
Onslow Mills, Trout Road, Yiewsley
West Drayton, Middlesex
Phone: West Drayton 2332-2352

MAUN HAND TOOLS

The best to get hold of

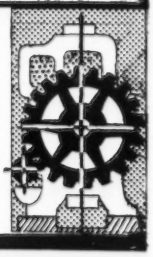
Manufacturers of stationers punches, eyeletting tools, pliers etc., Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield Notts Telephone: 24525

STEELTUBE
Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.
Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581
BARTON

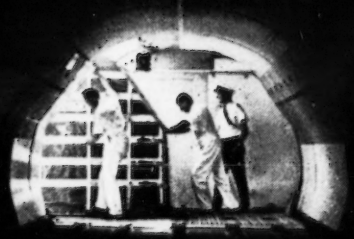
IDDON BROTHERS LIMITED

MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.



LEYLAND ENGLAND

this 'tube' goes to Australia



direct

The 'tube' is the palletised interior of a Qantas Boeing 707 jet.
Qantas offers you more flights per week to Australia
than any other airline. *17 direct flights, with no delaying transhipment of your goods (2 with pallet capacity).*
And, if you think Qantas is fast in the air, you should
see them on the ground. Their mechanised,
palletised service can load or unload cargo at a ton a minute
Remember, Qantas is Australian.
And Australians know Australia best.
All aboard! See Qantas. Or your cargo agent.

QANTAS AIR CARGO
FLYING THROUGH OUR 50th GOLDEN YEAR

Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Melbourne, Perth and Sydney